

U.S. Arms Buildup Worries Europeans

But Trans-Atlantic Survey Indicates No Grave Clashes at Grass-Roots Level

By Joseph Fritchett
International Herald Tribune

PARIS — West Europeans, while generally more alarmed than Americans about the mounting power of the Soviet Union, also feel strong concern about the U.S. military buildup and anti-Soviet policies.

At the same time, the recent acrimony between U.S. and European leaders has not permeated Western public opinion — except perhaps in France and Spain — enough to open a trans-Atlantic cleavage at the grass-roots level.

These are among the principal findings of a trans-Atlantic poll carried out simultaneously in recent weeks in the United States and seven West European countries — Britain, France, Italy, the Netherlands, Norway, Spain and West Germany.

The survey was sponsored by the International Herald Tribune and the Atlantic Institute, a private, independent research center in Paris. The Louis Harris organization did the interviewing.

While people expressed concern over such international political issues as the threat of war, the biggest worries on both sides of the Atlantic were unemployment, crime and inflation. Unemployment was at the top of everyone's list, usually by a large margin.

Inadequate defense emerged as the least important source of concern in every country. Nonetheless, very small minorities felt too much was being spent on defense.

The poll also indicated that the Reagan administration has not won active public commitment — not in the United States and much less in Europe — for its foreign policy initiatives.

Some of the apparently contradictory views that emerged in the poll — on defense, for example — seemed to reflect a basic satisfaction with the status quo on security issues. This was a fairly widespread view in Europe that was challenged mainly in the United States and among better educated groups.

Among other significant results, the poll found the following:

* Americans strongly criticize Europeans for what they say is failure to shoulder a bigger share of the allied defense burden. Two-thirds of the Americans said the United States spends too much for the alliance and that the Europeans spend too little.

But U.S.-European cooperation was still ranked as the most important single factor in guaranteeing Western interests by more than one-third of the Americans. This was the largest percentage of approval in the United States for any single security policy.

* There were two unmistakable storm warnings on public support for trans-Atlantic cooperation. One was the disagreement over the fair division of allied defense spending. The second was that more affluent and better educated Europeans and Americans who have been instrumental in maintaining a consensus in their countries behind the Atlantic alliance now are the social category that is the most critical of other countries.

* A major surprise was the low level of severe anti-American judgments despite the trans-Atlantic frictions that have been widely aired in recent months. France was an exception; nearly half of the French people interviewed singled out U.S. economic policy as the main cause of international tension.

* It is misleading to speak of a "European" public opinion as op-

posed to a U.S. view on most issues. Divergences are often as great among European countries as between the United States and Western Europe.

Europeans, on the whole, give the impression of being more satisfied with the policies of their countries than Americans are with European policies or with their own. Americans, for example, were more strongly critical of U.S. foreign policy as "inconsistent." The pattern suggests that the quest by Americans for new policy solutions may even contribute to trans-Atlantic strains.

Nuclear weapons were a concern mainly of the better educated and professional classes, except in West Germany, where the worry was pervasive. The highest alarm over nuclear weapons emerged in the Netherlands and Norway, where at least 40 percent cited the nuclear issue, making it the leading security issue there, again led by the better educated and professional classes.

Improved relations with the Third World were cited as important for Western security by about one-quarter of the people in all eight countries.

The survey found that Europeans and Americans, while generally following the main lines of their policies of their governments, are considerably less antagonistic toward each other than the statements of most officials suggest.

U.S.-European cooperation was seen as the most important security factor by Americans, West Germans and Britons. Asked about the U.S. role in Europe, the word "essential" was the adjective most often used in West Germany (46 percent) and by significantly smaller pluralities in Norway, the Netherlands, Italy and Britain.

Negative adjectives were used most often only in France, Spain and the United States.

While U.S. opinion is more critical of Europe than Europeans are of themselves, less than 20 percent of the Americans share the view of some Reagan administration officials about "Finalization" of Europe.

U.S. opinion does not appear to be strongly mobilized behind the Reagan administration foreign policy themes. For example, Americans who attach importance to dialogue with the Soviet Union and greater Western cooperation outnumber those who believe in greater emphasis on the military.

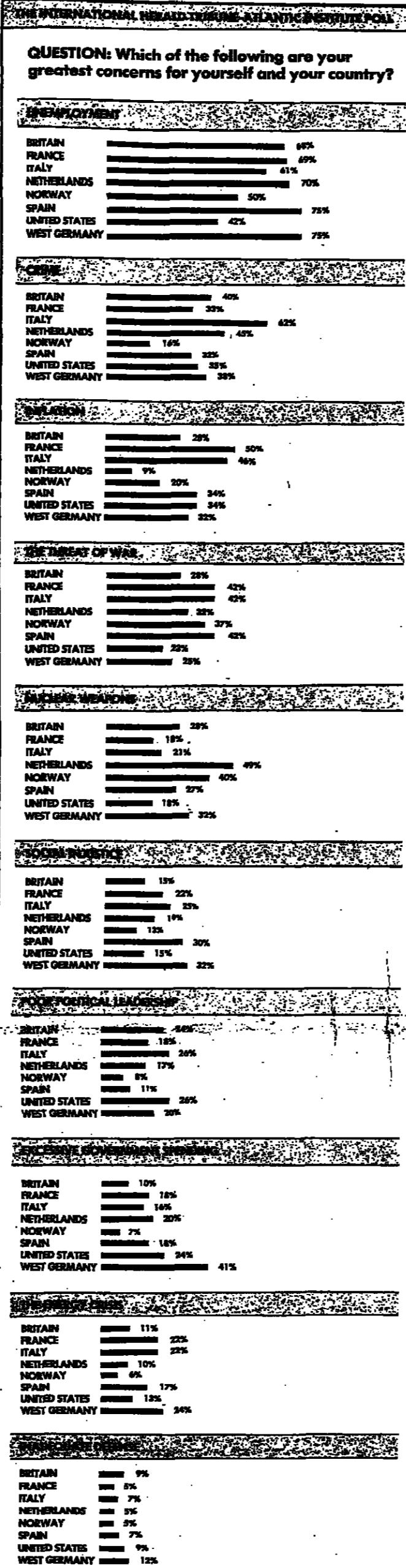
Arms control is believed to be at least as important for security as military balance with the Soviet Union in all countries, including the United States. "Productive arms control" was especially important to the Norwegians and Dutch, followed by the French and West Germans.

In the United States, military balance with the Soviet Union, a Reagan administration priority, was ranked in the poll as a minor element in security. Détente elicited a mixed response, with only West Germans, Norwegians and Americans showing significant interest.

A salient conclusion was that Western opinion consistently ranked Soviet activities as the main threat to international stability. Moscow's military buildup was denounced as the leading cause of tension by respondents in almost every country.

Alarm over Soviet force was particularly strong in West Germany (55 percent) and Norway (57 percent), the two countries in the poll.

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Walesa Rejects Authorities' Offer Of Freedom in Return for Support

By Dan Fisher
Los Angeles Times Service

GDANSK, Poland — A top Polish official visited Lech Walesa, the interned Solidarity leader, shortly before the union was formally dissolved, offering him freedom and an official position if he would publicly endorse the Polish regime, according to Mr. Walesa's wife.

"Naturally he would not agree to something like that, which is why he's still locked up," Danuta Walesa said in an interview Saturday. She returned to Gdansk Friday after a three-and-a-half-day visit with her husband in southeastern Poland.

She said he had been brutally manhandled and strip-searched by police after leaving her husband before Oct. 8, when parliament voted to ban Solidarity and all other unions. She accompanied her husband to a protest rally in Warsaw.

Mr. Walesa said Stanislaw Ciosek, the trade union minister, had visited her husband before Oct. 8, when parliament voted to ban Solidarity and all other unions. He freedom and an official position if he would join the Patriotic Movement for National Rebirth and em-

brace the new trade union law, she said. PRON, as the movement is called, is a new umbrella organization meant to give the appearance of widespread public support for the regime. The movement has been notably unsuccessful in attracting respected Polish persons.

Solidarity calls for expanded protests and general strike. Page 2.

Mr. Walesa's support would be a political coup for the government.

Mrs. Walesa said her husband had also been visited by an army officer who indirectly suggested that he apply to emigrate. Mr. Walesa also refused that approach, she said.

The two meetings suggest that the Polish leadership still has not decided what to do with the popular union leader, whose status in society grows with each day he remains in government pressure.

Asked her husband's opinion of the new factory-level unions being pushed by the government, Mrs. Walesa quoted him as saying that they were Communist Party unions "which are not in the interest of the workers."

She said Mr. Walesa did not comment on plans by underground Solidarity leaders for new

protest strikes and demonstrations next month. "The nation knows what rights it has and how to go about fighting for them," she quoted him as saying.

Mrs. Walesa said the search occurred in Przemysl, the place where she is left by the police escort that regularly accompanies her to and from Arlaminow, where her husband is held.

She said she was unexpectedly driven Friday morning from Arlaminow to the Przemysl police station, where she was ordered inside. When she refused, she said, her escort, whom she identified as Captain Bobinski, grabbed and twisted her arm and forced her out of the car.

She said Captain Bobinski pushed her into a room, knocking her into her 2-year-old daughter Anna, who fell. When she protested, she said, Captain Bobinski shouted at her: "Shut up, hag. You ruled for two years and that's enough."

Mrs. Walesa said she was stripped and searched by two women officers, who also searched Anna and 4-year-old Magda. She said she was held two hours and that all her papers, including a streetcar ticket and a newspaper, were confiscated.

IN THE NEWS



Danuta Walesa

Soviet Envoy Defects, Quits Iran for U.K.

By Steven Rattner
New York Times Service

LONDON — A Soviet diplomat has defected from his post in Iran and gone to Britain, and officials here suggested that they think he could give Western intelligence agencies extremely valuable information.

The defector, identified as Vladimir Andreyevich Kuzichkin, has been given "permission to stay" in Britain, government officials here said Saturday.

"This is not an ordinary run-of-the-mill affair," one official said. "He is one of the most significant to come our way in quite a while." U.S. intelligence agents in London are expected to seek permission to interview Mr. Kuzichkin.

Some experts speculated that Mr. Kuzichkin was attached to the KGB, the Soviet intelligence organization, and would be able to provide information about its activities in the Middle East.

The officials, who refused to be identified, said the diplomat was being debriefed near London. He fled the embassy in Tehran in June and arrived in Britain a few days ago, the officials said, but they would not say where he had been.

(Continued on Page 2, Col. 2)

Hassan Signals Peace Effort

Seeks Concessions From Israel on PLO, Occupied Areas

By John M. Goshko
Washington Post Service

WASHINGTON — King Hassan of Morocco, on behalf of the Arab League, says that the Arab countries "want to live in peace with Israel" but that "there will be no recognition of Israel" until the Jewish state surrenders occupied Arab lands and agrees to resolve the Palestinian question.

His comments Saturday, although qualified, nevertheless seemed to go further than Arab leaders have previously gone in expressing a willingness to accept Israel as a reality in the Middle East. The tone of his remarks appeared to be a signal that the Arab states have decided to try resolving their differences with Israel through negotiation rather than continued warfare.

At a news conference, Hassan indicated that that was the message he and the foreign ministers of five other Arab states gave to President Ronald Reagan Friday at a White House meeting to discuss the Middle East peace process.

Asserting that the Arab-Israeli conflict has "entered a new phase and is no longer a conflict of force but of law and rights," Hassan said his delegation's presence in Washington was proof that the Arab states want peace. But he emphasized, "there are some conditions that have to be fulfilled for this to happen."

Even before Hassan held his news conference, U.S. officials said privately that the White House meeting had given them grounds for optimism that the Arab countries are receptive to a new drive toward peace.

They acknowledged that their optimism was based more on atmosphere than on substantive commitments. The officials said

that although months of delicate diplomatic maneuvering remain, the United States believes the delegation's talks will be an asset in getting Israel and its Arab adversaries to the bargaining table.

The official purpose of the delegation's visit was to explain to Mr. Reagan the eight-point declaration adopted last month at Fez, Morocco, during an Arab League summit. One point in the plan has been interpreted as an offer to recognize Israel's right to exist, but other parts of the Fez declaration, which call for establishment of an independent Palestinian state under the Palestine Liberation Organization, are in direct conflict with the Mideast peace initiative proposed by Mr. Reagan on Sept. 1.

However, the general thrust of Hassan's comments Saturday implied strongly that the Fez plan is intended as a basis for further negotiations and that there is room for flexibility in the Arab position if Israel is willing to bargain and make concessions.

When he was asked whether point seven of the Fez declaration means recognition of Israel, Hassan replied, "Paragraph seven means and shows the will of all Arab states to have war come to an end with all the states of the region." He then repeated the long-standing Arab position that the process must start with Israel's withdrawal from all the Arab territories it occupied in the 1967 Middle East war.

But he continued, "when we establish these borders on the basis of the pre-1967 situation, we must say these are the borders of Israel. We must say it undeniably. Israel then can say that it is living in peace with security."

Referring to Washington's hopes of inducing King Hussein of

Jordan to join the talks on an autonomy plan for the Palestinian inhabitants of the West Bank and Gaza, Hassan said the Arabs regard as "an absolute necessity" the talks now going on between Hussein and the PLO about a joint approach to negotiations.

He cautioned, however, that it is necessary to overcome almost 40 years of distrust and suspicion, and he said he could not predict whether the talks would produce an agreement for Jordan to negotiate on behalf of the Palestinians.

If Mideast peace negotiations do begin, Hassan said, they should be conducted individually between the various countries involved rather than in a large, cumbersome forum such as the United Nations. He also cautioned against trying to conduct talks under the name of the 1978 Camp David accords, which are the basis of current U.S. peace efforts in the Middle East.

Solidarity Leaders Call For Expanded Protests, General Strike in '83

By Michael Dobbs
Washington Post Service

WARSAW — Underground leaders of the banned Solidarity trade union have announced that they will attempt to stage a program of mounting protests, leading to a general strike next spring.

In a statement made available Saturday to Western correspondents here, Solidarity's underground coordinating commission called for extending a national four-hour strike planned for next month to eight hours and following it with a general strike next spring.

The group also called for a week of demonstrations beginning Dec. 13, the first anniversary of the imposition of martial law.

The statement said the commission decided to escalate the protests because the military regime had proved "dead to the nation's voice." It said that compromise

and national agreement had become impossible as a result of what it termed "the illegal decision" to disband all existing trade unions, and the repression of protest strikes and demonstrations that followed.

The strike called for Nov. 10, the second anniversary of the formal registration of Solidarity by the Polish supreme court, will be a key test of the underground group's support and organizational ability.

If significant protests take place next month and the government continues its unbending attitude toward Solidarity, Poland could face several months of labor unrest and social tension. The authorities have warned that further demonstrations could delay plans to lift martial law by the end of the year.

The decision to call for a general strike in early 1983 was described by Solidarity's underground commission as "a last resort" after the failure of 10 months of protests to soften the government's line.

Accusing the government of ignoring all pleas for reconciliation, including those put forward by the Roman Catholic Church, the commission said: "The regime wants to rule uncontrollably by anybody. By arbitrary, incompetent decisions, it is ruining the economy and pushing Poland toward disaster."

The statement was signed by the five members of the commission: Zbigniew Bugaj of Warsaw, Flor Bednorz of Wroclaw, Bogdan Lis of Gdansk, Wladyslaw Hardel of Krakow and Eugeniusz Szumilewski, representing the union's national presidium.

It said that, following a strike by the first shift in all factories on Nov. 10, workers should take part in protest demonstrations. It also called for "suitable commemorations" to mark Nov. 11, the anniversary of Poland regaining its independence after World War I.

Soviet Envoy Is Defector

(Continued from Page 1)

in the interim or what he had been doing.

Mr. Kuzichkin is in his mid-30s

and was listed as a vice consul in the Soviet Embassy in Iran.

The Soviet Embassy in London, which declined to comment on the reports, asked for consular access to him, according to British officials, and the request was reportedly passed to Mr. Kuzichkin.

There has been no indication that he has agreed.

The wording used by a Home Office spokesman in announcing that Mr. Kuzichkin has "permission to stay" suggested that he has not yet been granted political asylum, possibly because he has not asked for it. There have been some cases of requests for political asylum being turned down.

Official sources said Mr. Kuzichkin's main role in Tehran was contact with the Communist Tudeh Party. Despite the strongly religious nature of the government of Ayatollah Ruhollah Khomeini, the Tudeh Party operates openly and has wide support in Iran.

With Iran's strategic importance in the Middle East, Western governments have been watching the progress of the Tudeh Party closely since the 1979 revolution.

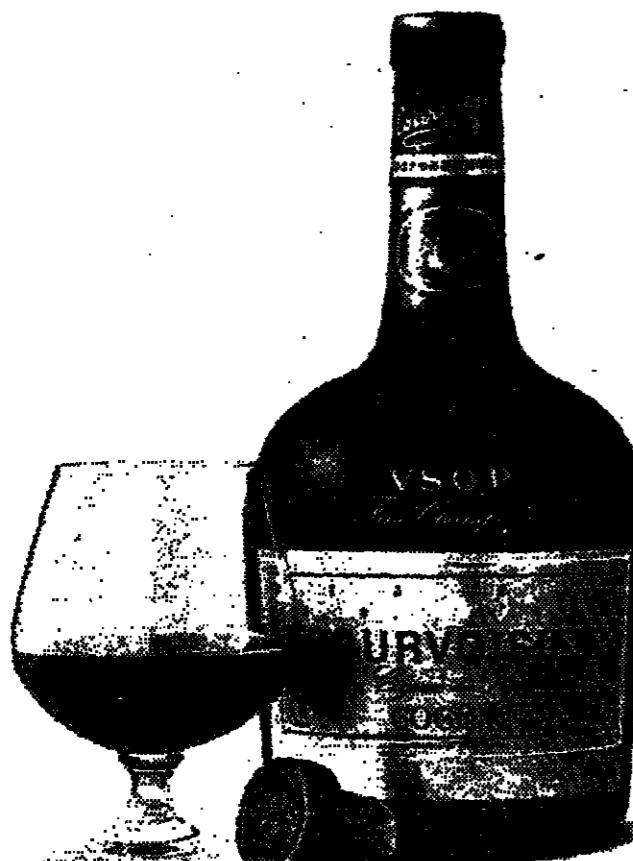
Mr. Kuzichkin's defection could help the West by hurting relations between Iran and the Soviet Union. Relations between those two countries have been improving lately.

Crash Kills 6 in Yugoslavia

United Press International

BELGRADE — A bus and a car collided on a main road at Markarska, on the Yugoslav central Adriatic coast, Saturday, the police said. Six persons were killed and 11 injured, most of them seriously, the police said.

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In Camps, the Palestinians Still Fear Militias

By Robert J. McCartney
Washington Post Service

SIDON, Lebanon — Three weeks ago Israeli soldiers with loudspeakers drove through the Ain El-Hilwe refugee camp here before dawn and ordered all Palestinian males over the age of 12 to assemble at the hospital.

On a muddy street amid the remains of homes bombed or blown up by Israeli forces, a masked man — thought to be an informer from within the camp — studied the faces and selected about a hundred out of the several hundred Palestinians present.

About half of them were bundled off to the Ansar detention camp 12 miles (19 kilometers) to the south, apparently as suspects in the shooting of an Israeli agent, according to United Nations officials and camp residents.

In Israeli-occupied southern Lebanon, the Palestinians are a subordinated and frightened people, and neither Israel nor the Lebanese government wants to encourage their presence.

The Palestinians fear that militias promoted by the Israelis in the area could stage a repeat of last month's massacre in two Beirut camps, and some sources think that the Israelis are deliberately building up that threat to ensure the need for Israel to remain as a peacekeeper.

The guerrillas of the Palestine Liberation Organization, who once dominated broad stretches of roads and countryside, have been killed, imprisoned or evacuated since Israel's invasion June 6.

Local Christian residents say they are happy that the guerrillas are gone, and PLO

rocket launchers and artillery no longer threaten northern Israeli settlements. Meanwhile, the Palestinian population has lost the protection that the guerrillas once provided.

"If the Kataeb come, they will kill us all," an elderly man said of the Christian militia.

Israeli officials have pledged since the Beirut massacre to keep hostile gunmen out of the camp, and residents confirm that they have not recently seen any Christian militia men.

In addition, according to UN reports, the Israelis have been arming new local vigilante groups in the south, particularly among the Moslem Shiite population. These gangs, together with the established militias of Saad Haddad, a renegade Lebanese Army major, and the Phalangists, potentially threaten the existence of the Palestinian population.

Approximately 60,000 Palestinians are living in the south, concentrated in five camps around Sidon and Tyre. They find shelter in their cinderblock shacks, many now partially destroyed, or in squat houses in schools, shops or unfinished buildings. Many will spend the chilly, rainy winter in tents that UN relief workers are to put up, after initial opposition to the plan.

UN relief officials say the Lebanese have not granted the right to rebuild homes, apparently because of fears that the camps would become again a target for an Israeli invasion. The Christian Phalangist newspaper *Al Amal*, however, quoted government sources as denying that the Lebanese authorities had opposed such rebuilding.

The Lebanese government reportedly is considering a plan to send most Palestinians

in Lebanon to other Arab countries, as it shipped away the PLO guerrillas from Beirut under pressure of Israeli guns.

Prime Minister Shafiq Wazzan is said to plan a visit soon to Syria and Gulf countries where such a proposal could be discussed. Given the difficulties in convincing the Arab countries to accept fewer than 15,000 PLO guerrillas, however, it seems unlikely that there will be willingness to take in the approximately 300,000 Palestinians living in Lebanon.

The Palestinians living in the south are considered the least likely ever to be evacuated. Most are described as having legal residence papers and as having come to Lebanon after the 1948 Arab-Israeli war.

Despite the ban on constructing new houses, some Palestinians are repairing old ones damaged by Israeli shells in the early days of the invasion. In addition to the shell damage, UN relief officials say, the Israelis also dynamited and bulldozed homes, apparently to encourage the Palestinians to flee.

For the Palestinians in the camps, safety is a major worry. The presence of the Shiite and Christian militias has expanded, and both groups are equally feared.

Israeli officials say they hope the Lebanese Army will eventually guarantee security in southern Lebanon both for the Palestinians and for Israel's northern settlements. The army has been largely ineffectual, however, since it split along Moslem-Christian lines in the 1975-1976 civil war. It is stretching its resources now in policing Beirut and its immediate environs.

WORLD BRIEFS

Palestinian Gets Life Term in Austria

VIENNA — A Palestinian has been sentenced to life imprisonment for masterminding the murder of a Vienna city councilor and an attack on a Vienna synagogue.

Bahji Mohammed Younis, 29, a Salzburg University student, was sentenced Friday in the August 1981 synagogue attack in which two persons were killed and nearly 30 wounded and in the murder of Vienna's transport councillor, Heinz Nittel, on May 1, 1981. The gun used in Mr. Nittel's murder was found in Mr. Younis' apartment.

Hesham Mohammed Rajah, 21, one of those convicted of having carried out the attack on the synagogue, was alleged to have told police that Mr. Younis gave him the gun and the weapons for the synagogue attack, but in court he retracted his statement.

SPD-Greens Talks Fail in Hamburg

BONN — The first major attempt in West Germany at political cooperation between the Social Democratic Party and the Left Greens failed Sunday when the two parties, unable to work out an agreement in Hamburg, voted to dissolve the city-state parliament there and hold new elections Dec. 19.

Klaus von Dohnanyi, the Social Democratic mayor who had sought an arrangement with the Greens to keep his minority government in power, announced two weeks ago that he had given up the effort in frustration. But the opposition Christian Democrats threatened to block a motion for new elections unless Mr. von Dohnanyi's government resigned first, and the Greens responded by leaving the government open for further talks.

On Sunday, though, the Greens reluctantly sided with the Social Democrats in a motion to disband parliament, declaring that new elections had become unavoidable. The collapse of the Hamburg experiment appeared to be a setback for Willy Brandt, the national Social Democratic Party chairman, who had been seeking to move his party closer to the Greens.

El Al Workers Agree to Negotiate

TEL AVIV — The Israeli cabinet broke off discussion Sunday on the liquidation of El Al after some airline employees agreed to negotiate on the basis of management's demands, Israel Radio said.

The radio reported that seven of El Al's eight works committees were prepared to sign a statement of principles, but the pilots' union was still holding out. The El Al dispute reached a showdown after the company's 4,900 workers refused to accept the management's new policy that would entail layoffs and restrictions on the works committee.

When no compromise was reached, the cabinet began discussing liquidating the airline or selling it to private buyers. El Al has had 69 strikes in the past decade, and the latest, by stewards last month, triggered the government move toward closing the company.

Paper Reports Seychelles Coup Plot

LONDON — Newspaper reporters and Scotland Yard detectives uncovered a plot to assassinate a Seychelles official in London and overthrow President Albert René's Socialist government, The Sunday Times reported. There was no immediate confirmation from Scotland Yard.

The plot was conceived in London by Seychelles dissidents and South African mercenaries and was organized by Gerard Hoareau, who was behind a failed coup attempt last November in the Seychelles, the newspaper said.

Times reporters said they discovered the plot after being told of clandestine meetings at the Carlton Tower Hotel in Knightsbridge. Two men killed on a remote Seychelles beach Wednesday, apparently while making a bomb, were part of the force that was to prepare for the coup, the Times said.

Princess Anne Visits South Africa

JOHANNESBURG — Princess Anne flew to South Africa and spent 90 minutes at Johannesburg airport on Sunday talking with local officials of the Save the Children Fund, the first time since 1947 that a member of the British royal family has visited the nation.

Anne, 32, the daughter of Queen Elizabeth II, made no public statements during the controversial visit, plans for which had been attacked by opponents of South Africa's system of racial segregation.

Princess Anne, on an eight-nation tour of southern Africa on behalf of the Fund, flew to Johannesburg from London on a scheduled British Airways flight. She later flew to the tiny African kingdom of Swaziland for meetings there.

Compiled by Our Staff From Dispatches

Iran Debate Reported On Gulf War Strategy

By Drew Middleton
New York Times Service

NEW YORK — U.S. and Israeli military sources say that if Iran opens another offensive against Iraq, its direction will probably be decided by the outcome of a debate between leaders of Iran's Revolutionary Guards or the Syrian Army in the Bekaa valley.

They point out that the Israeli Air Force, with its U.S.-made F-16 fighter-bombers, its superior technology and tactical abilities, can destroy Syria's Soviet-supplied air defense equipment, including planes, radar and missiles.

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The New Bonn Team Takes to the Field, but With Few New Players

By James M. Markham
New York Times Service

BONN — As a new team takes charge in Bonn, some West Germans may perhaps be forgiven if they find the contours of Chancellor Helmut Kohl's vaunted "new beginning" a bit blurry.

So many "new" people on the Kohl team are old people, so much of the "new" language is subtly shaded old language, that one has to strain to discern the pathbreakers, or hear the genuinely new accents and tonalities.

West Germans put great store in stability, and when a new government takes over there is none of the ruthless bureaucratic housecleaning that accompanies a new administration in Washington. Real-estate values in solid Bonn undergo no upheavals; interior decorators get no rush of new business from ambitious wives just from the provinces.

West German ambassadors stay securely in their posts: bureaucrats who have arrived at the coveted top level of state secretary, like the previous government spokesman, Klaus Bölling, are guaranteed cushy jobs out of the limelight or, at worst, enormous pensions if they choose to retire. The cost of casting Social Democratic ministers and other politicians into opposition status has been \$4 million.

All of this means continuity, particularly in a nation where bureaucracy in normal times is a strong underpinning on policy innovation.

As the first government in West Germany's 33-year history to come to power through a midterm swap in parliamentary alliances, the Kohl team has been especially sparing in its reshuffling of senior personnel, except in the Defense and Interior ministries.

A sign of the limits of the new team's tolerance for political holdovers from the old regime came last Tuesday when Horst Schulmann, a respected state secretary in the Finance Ministry and a close associate of former Chancellor Helmut Schmidt, was relieved of his post.

At first it appeared that Mr. Schulmann, who has wide experience in international economic affairs, would keep his job. But then Finance Minister Gerhard Stoltenberg made the cut.

"What probably happened was that they were surprised," Mr. Schulmann said of the abrupt advent of the Kohl government, which came to power on a parliamentary vote Oct. 1. "They hadn't given much thought as to who would replace whom."

Aside from his cabinet, Mr. Kohl has surrounded himself with a team of advisers drawn in several instances from his days as premier of Rhineland-Palatinate. Horst Teutsch, a trusted senior legislative aide, is now in charge of security matters in the chancellor's office, and Waldemar Schreckenberger, 53, a former law professor from Mr. Kohl's hometown of Ludwigshafen, is a key domestic policy adviser.

Another important figure in the new government is Eduard Ackermann, 53, a longtime spokesman for the Christian Democratic group in Bundestag, who will watch over the chancellor's public image.

It is in the realm of foreign policy that the continuity with the Schmidt government is most striking. Three days after Mr. Kohl became chancellor on a no-confidence vote against Mr. Schmidt, reporters trailed off to the Foreign Ministry for a briefing on the new government's foreign policy.

There to brief them was a friendly and familiar personality: Karl Paschke, Foreign Ministry spokesman under Mr. Schmidt and Foreign Ministry spokesman under Mr. Kohl. Mr. Paschke's immediate superior was of course back in the saddle: Foreign Minister Hans-Dietrich Genscher.

Mr. Genscher, the architect of the change of governments and chairman of the Free Democratic Party, now sits in the same black-leather swivel chair in parliament in which he sat for eight years as Mr. Schmidt's deputy chancellor and foreign minister. Only now he sits next to Chancellor Kohl.

Mr. Genscher's cautious imprint was evident when Chancellor Kohl unveiled his foreign and domestic programs to the Bundestag recently. Aside from a promise to "deepen the partnership" with the United States, a commitment to "real detente" (as distinguished from detente) and rather strong language on Poland, Mr. Kohl's foreign policy sounded strikingly like Mr. Schmidt's.

At home, Chancellor Kohl has signaled an era of belt-tightening and has tried to capture a fairly widespread consensus that the state, like its citizens, cannot long live beyond its means.

But, by stressing before the Bundestag that he wanted to build "a society with a human face" and that he led "a coalition of the middle," the chancellor seemed determined to prevent the Social Democrats from putting a right-wing Thatcherite or Reaganite label on him.



About 50,000 persons demonstrated in Frankfurt to protest planned cuts in social benefits.

West German Workers Protest Social Cuts

United Press International

BONN — Several hundred thousand union members demonstrated Saturday in West Germany to protest the new government's program of reducing social benefits to cut spending.

"This program will be carried out not with us but only against

us," Ernst Breit, chairman of the 8-million-member German Federation of Labor, said at a rally in Frankfurt.

Similar rallies, the first of a series, were held in the Ruhr city of Dortmund and the Bavarian city of Nuremberg. It was the first open confrontation of the

union movement with Chancellor Helmut Kohl's Christian Democratic government.

About 100,000 took part in the Dortmund rally, 50,000 in Frankfurt and 70,000 in Nuremberg to oppose the government's call for a wage freeze and reductions in welfare benefits.

Socialist Victory Is Seen in Greece

But Communist Vote in Municipal Runoffs Is Crucial

Reuters

ATHENS — The ruling Pan-Hellenic Socialist Movement in Greece, backed in municipal elections Sunday by the Communists, appeared to be heading for overwhelming control of the country's local governments.

With more than half the votes counted, the party of Prime Minister Andreas Papandreou looked close to the goal it set for itself — control of 170 of 276 municipalities.

The voting took place in 140 towns in which no candidate won an absolute majority in the first round of balloting last Sunday.

In most of the 96 towns where Socialist candidates faced the conservative New Democracy Party, people who voted Communist last Sunday apparently swung behind the Socialists to give them comfortable victories.

The Socialists' support from those who voted Communist in the local elections came despite sharp differences on national policy.

Mayor Dimitris Beis of Athens, a Socialist who was neck-and-neck last week with his conservative rival, Tzannis Tzannetakis, was re-elected Sunday with strong Communist support.

Mr. Beis's vote rose to 55 percent Sunday from 38 percent a week ago, suggesting that most of the 18 percent who voted for the Communists earlier had switched to the ruling party.

In Piraeus and Salonika, the other two major cities, Socialist candidates who had come in sec-

ond last week looked likely to win easy victories because of Communist support.

The two rounds of voting were the first test of Greek public opinion since Mr. Papandreou swept the New Democracy Party out of office a year ago and formed Greece's first Socialist government.

The Communists, and to a lesser extent New Democracy, appeared to have benefited from a swing against the governing party in both rounds of the municipal voting.

The Communist Party, which increased its strength dramatically last week, appeared ready Sunday night to win at least half the 44 towns where its candidates had got through to the runoff.

Where Communist candidates faced rightists, they benefited from a united left-wing front, and where they faced Socialists, they seemed to be attracting tactical support from the right wing.

Supporters of the Socialists and the Communists alike hailed the results Sunday night as a victory for the left over the right, while New Democracy asserted that it increased its strength despite the united opposition from the left.

In Athens, New Democracy officials said their bid was a 45 percent showing, up from 34 percent performance in the city last October.

Commentators said that, whatever the final results, Mr. Papandreou's party appeared to have lost some of the overwhelming popular support it enjoyed 12 months ago.

In the future, they said, the Socialists would have to take more account of Communist views in formulating policy, which might mean a hardening of Greece's attitudes toward the United States and NATO.

New Delhi Struck By Major Epidemic Of Dengue Fever

New York Times Service

NEW DELHI — Health officials report an especially virulent epidemic in the capital of dengue fever, a mosquito-borne disease that produces symptoms comparable to severe influenza.

Dr. Mahendra Datta of the National Institute of Communicable Diseases said the epidemic, which began to develop two months ago, was the worst since 1970. Thousands of people have come down with the disease, officials say.

Dengue causes high fever, rash and aching, particularly in the joints and the back, usually for seven to 10 days.

Dr. Datta said a survey of 3,000 people showed that 20 percent of those interviewed had the illness. He said he could not estimate the number of cases in the capital, which has a population of 5.6 million.

Dengue fever is transmitted to humans by the Aedes aegypti mosquito.

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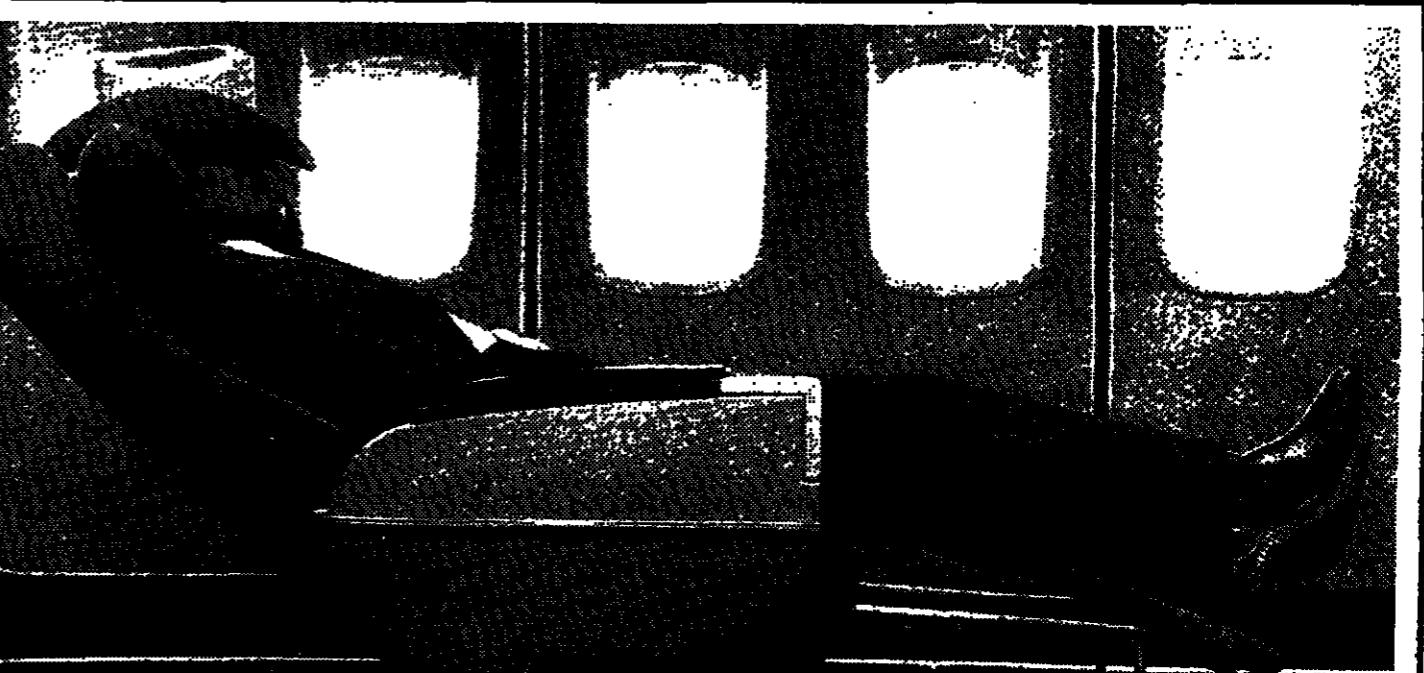
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Gerry Adams, third from right, walked with supporters carrying the flag of the Irish Republic after winning an assembly seat.

Assembly Hopes Falter After Sinn Fein Gains

By Peter Osnos
Washington Post Service

LONDON — Results in the election for members of a new Northern Ireland assembly have shown unexpected strength for the Provisional Irish Republican Army's political wing, Sinn Fein, and appear to assure that the assembly will fail as a workable forum.

About a fourth of the vote in the election Wednesday went to representatives of Sinn Fein, that are pledged to boycott the assembly. The largest number of seats were won by Protestant, pro-British parties. But without what is called "cross-community" backing, the assembly's deliberations are expected to have little effect.

The assembly idea was put forth by James Prior, Britain's secretary of state for Northern Ireland. It was Britain's sixth major attempt in a decade to establish a means for political dialogue and local authority in Northern Ireland.

Sinn Fein and the Social Democratic and Labor Party, the main moderate Catholic party, had said from the outset that they would enter candidates in the election but that they would refuse to take any seats to protest Britain's role in Northern Ireland.

Britain's hope for a political breakthrough was that a substantial number of Catholic voters would reject that view by choosing candidates committed to giving the assembly a chance.

Instead, at least five Sinn Fein members have been elected, a surprisingly strong showing in the view of many politicians. Sinn Fein, which has refused to take part in similar elections in the past, won about 10 percent of the vote, and about 40 percent in Catholic areas in which its candidates faced the Social Democratic and Labor Party.

The nonsectarian, moderate Al-

liance Party won at least eight seats and along with the Protestant unionist parties will comprise the assembly. Under Mr. Prior's plan the assembly is to have consultative and debating rights over the British government's direct rule of the province, but no responsibility.

Britain had hoped that in time the group might attract sufficient community backing to be given legislative authority to run the province. The election showed the continuing polarization in Northern Ireland, many political analysts said, rather than any significant new trend toward compromise. Many in Northern Ireland anticipated that outcome and there was considerable sentiment that the effort had been misguided from the start.

Among those elected to the assembly were Gerry Adams, a Sinn Fein vice president, and the two main Protestant leaders, James Molyneux, whose Official Unionist Party won the largest share of the seats, and the Rev. Ian Paisley of the more militant Democratic Unionist Party.

■ Threat to Hostage

Paramilitary Protestants who seized a Catholic hostage after the IRA kidnapped a Protestant soldier said they would kill the man Sunday night if the IRA did not release the soldier, a Belfast police spokesman told United Press International.

An IRA unit seized Sergeant Thomas Cochrane, 57, a part-time member of the Ulster Defense Regiment, as he drove to work Friday in South Armagh. The IRA said it was questioning him about "crimes against the republican community."

Within 12 hours, the paramilitary Ulster Defense Force kidnapped Joseph Donaghy, 48, as he left a club near his West Belfast home.

The nonsectarian, moderate Al-

Reagan's Strategic Drift

The distinctive feature of the United States' current strategic situation is that the Reagan administration has allowed U.S. relations with the Soviet Union and China to deteriorate simultaneously. This is precisely a reversal of the theory and practice of American strategic policy in the 1970s. Then the effort was to use progress with the one communist power to bring about progress, or at least to brake retrogression, with the other. Now there is improvisation and drift.

Mr. Reagan has given top priority to testing the notion that the Soviet Union is an intrinsically hostile power whose impulse to expand must and can be deflected by the application of American will. The plain implication is that things will have to get worse, as Moscow reacts to the U.S. challenge, before they can get better. Whether Mr. Reagan can stay this particular course is an increasingly interesting question, at home and internationally. That things are indeed worse with the Soviets is not in question at all.

This administration inherited a working China policy in which relations were moving forward by degrees, and the ever-explosive Taiwan question was being, at the least, carefully tended. Mr. Reagan's special partiality to Taiwan shook the ground. Alexander Haig, while he was secretary of state, undertook a formidable steady effort; it cost him dearly. Now things are off track again. A few weeks ago Beijing blamed Washington for raising "obstacles" and said it was necessary to ask whether the United States regard-

ed China as a friend or an adversary — the basic question, the very question that Presidents Nixon, Ford and Carter had struggled to resolve. Dotted the "I," China has reopened general political talks with the Soviet Union after three years of deep freeze.

There is no telling where these talks may go. But a Soviet-Chinese reconciliation, or simply a return to bumpy but manageable relations on the state (but not the party) level, has been a major concern for American planners since Richard Nixon went to Beijing. Such a development would limit the United States in playing the "China card" against the Kremlin. It is not that responsible Americans have wanted to provoke Moscow and Beijing to go at each other or to stay permanently strained. But there are advantages to America in having the two of them at odds, and there would be disadvantages in having them cooperating against it.

Mr. Reagan may have his own calculus; it would be interesting to hear it. Others, however, can see his administration pushing toward a tighter clinch with Moscow on the central nuclear issues and stalling on the question of whether to make a fresh run at Beijing. In both instances, the basic hurdle is the president's visceral, undifferentiated anti-communism. It keeps him from looking hard for what comforts there might be in improving relations separately with both the Soviet Union and China. It leaves him without a strategy to guide his policy.

— THE WASHINGTON POST.

A Cuban Poet Uncaged

Cuba has at last ended the shameful imprisonment of Armando Valdáres, who has wasted in jail for 22 years for disagreeing with Fidel Castro. Mr. Valdáres has nonetheless become known abroad through his poetry. But he has been partially disabled, apparently by polyneuritis, the legacy of a starvation diet by which he was punished six years ago. His book of poems is entitled "From My Wheelchair."

Three years ago Mr. Valdáres was informed that he and his family could leave Cuba, at this price, in his words: "I have to draft a letter denying my friends among intellectuals and poets abroad; I have to forbid everyone, including newspapers and organizations, to speak or write about me and my

literary works. . . . I must even disavow and deny every truth they have spoken in defending my situation." He did not bow. It took the intervention of France's President Mitterrand to end the 45-year-old poet's ordeal.

For the first time, Mr. Castro has felt threatened by a caged poet. A regime that boasts of teaching Cubans to read will not let them write. Cuba has come to rival Bulgaria in the slavishness of its official culture.

Castro's defenders too often decline to hear about the jailed dissidents and the writers who have been forced into silent exile. When dictators fear poets, there is usually much more they have to fear.

— THE NEW YORK TIMES.

Other Opinion

Enter Sir Anthony Parsons

Mrs. Thatcher has long had her Foreign Office adviser of sorts, in the sense that her personal staff has included a career diplomat on assignment. However, the formal establishment of such a post and the appointment to it of a senior retired ambassador can fairly be described as a quantum leap in this field. It plainly indicates a lack of full confidence in the guidance hitherto given her. Just as plainly, it shows that diplomacy will henceforth be embraced far more closely by the Downing Street political machine.

That this can make for friction is obvious, but Mrs. Thatcher seldom shrinks from letting the sparks fly. More pertinently, she is well aware that her performance abroad has not so far matched that at home. Her trip last month to Beijing to discuss the future of Hong Kong was uncertain in both its approach and its outcome. This is the sort of broad issue of policy where the new adviser can usefully make his mark.

Another long-term strategic problem which clamors for attention is the sorry state of European-American relations. One major cause of friction was removed by last week's agreement on steel exports to the United States. Other vexed issues remain, including the dispute over the Siberian pipeline.

The underlying cause of that quarrel is that America and her European partners cannot agree on how to meet the threat of Soviet aggression, of which the Russian-sponsored military crackdown in Poland is but one manifestation. Can Britain, on this and other issues where the two shores of the Atlantic are opposed in policy, continue with her uneasy balancing act? If not, where should her main weight be placed? It is to be hoped that Mrs. Thatcher's new top-level diplomatic adviser will be free to ponder such urgent matters and not become absorbed in the minutiae, important though these are, of Britain's contributions to the Market budget.

— The Sunday Telegraph (London).

A Korean Arms Equation

The vital role of [South Korea's] armed forces in keeping the country secure and prosperous needs no elucidation; it is perceived every day through the 248-kilometer Demilitarized Zone that cuts across the Korean peninsula. The North Korean military power continues to pose a sizable threat to this republic. In many areas of weaponry, North Korea outnumbers the South by two-

to-one. This numerical superiority will be hard for us to reverse as North Korea keeps concentrating on its armed buildup. Our forces will have to fill the gap with qualitative supremacy — at least for some time ahead. The recent flying of an F-5F fighter out of our own assembly line represents the strides being attained in the steady endeavor to upgrade the armament of the forces.

The well-trained and well-armed troops ready to meet any evenuality, either full-scale attack or irregular warfare, are the primary means of preventing the unpredictable Pyongyang from musciling further. Furthermore, they are the primary means of inducing North Korea to change course, so that the divided halves will try to resolve their problems through talks as repeatedly proposed by Seoul. The dynamics of international relations in this part of Asia adds to the already desperate need for strong defense power.

— The Korea Herald (Seoul).

Re-election in Sri Lanka

The voters have given [President] Jayewardene a comfortable if not a landslide victory. This is clearly an endorsement of his pragmatic economic policies, as opposed to the policy of controls and restrictions pursued by the government in previous years. The verdict also places a stamp of approval on the pro-Western tilt Mr. Jayewardene has given to Sri Lanka's broadly nonaligned foreign policy.

— The Times of India (Bombay).

It was the prospect of a stable and known government that swayed the voters, rather than any clear understanding of his economic policies since 1977, through which he has sought to Singapore Sri Lanka.

— The Financial Express (Bombay).

It was the 76-year-old president can rightly claim that [the voters] are with him and approve of his policies. Sri Lanka has taken major strides on the economic front. The rise in GNP and the fall in the rate of inflation are largely due to the Jayewardene's emphasis on production and productivity. The opposition's charge that he was a stooge of the West obviously made little impact.

— The Hindustan Times (Delhi).

OCT. 25: FROM OUR PAGES 75 AND 50 YEARS AGO

1907: Panic on Wall Street

NEW YORK — Wall Street was again swept by financial storms, despite efforts to avert trouble and allay the public's fears. A meeting of bankers resulted in the decision to supply the Trust Company of America and any other solvent trust company with all cash needed to pay every depositor. Throngs of depositors waited all night outside the doors of the Trust Company, anxious to withdraw money. Long before the opening of business a tremendous crowd thronged Wall Street. Reassuring statements were circulated among them that there was money to pay every depositor, but they, recalling similar assurances made by the Knickerbocker Trust Company officials, stubbornly remained in line.

1932: Jobless Frighten London

LONDON — A thousand policemen, including mounted and foot contingents and flying squads in armored cars equipped with wireless, augmented by 150 special constables, guarded County Hall Westminster awaiting the scheduled arrival of a delegation of representatives of the unemployed, who were coming to make their demands for relief. As word was received that the delegation was approaching, sergeants hurried anxiously about, giving orders to stand firm. "Here they come!" shouted the crowd, and the delegation marched between long lines of policemen in the building literally swarming with "bobbies." The delegation consisted of seven men and three women.

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U.S. Arms Buildup Worries Europe but Survey Shows No Damage to Alliance

How Poll Was Conducted In U.S., Western Europe

The International Herald Tribune-Atlantic Institute Poll attempts for the first time to measure public attitudes on key international issues simultaneously in both the United States and in several West European countries.

To achieve this, the same questions were asked in all eight countries — Britain, France, Italy, the Netherlands, Norway, Spain, the United States and West Germany — during the last two weeks of September. Polling samples consisted of a cross section of adults, with national samples ranging from 300 to 1,350 people.

Interviewing was done by Louis Harris International through its offices in each country. The results were collated by Louis Harris France, whose director, Roland Cayrol, helped frame the survey.

The results appear as percentages of the respondents who selected each answer. In some cases, multiple responses were possible.

The questions, which were developed by the International Herald Tribune and the Atlantic Institute, were phrased with an eye to bringing out varying views in different countries, particularly on divisive issues.

The object was to find out whether public opinion shares the assumptions about trans-Atlantic relations that underlie recent public policy disputes about East-West relations, the competition for resources between defense and welfare, and cooperation among the allies.

The emphasis in this survey was on security problems, particularly questions of leadership and burden-sharing in the Western alliance.

The Atlantic Institute for International Affairs is a private, independent research center in Paris. More than 95 percent of its annual budget comes from private foundations.

Other organizations that helped finance the survey were the German Marshall Fund and the Commission of the European Community.

The survey was also supported by several European newspapers that contributed funds to the project and are also publishing the poll's findings. They are: The Financial Times in London, Le Matin in Paris, Il Sole-24 Ore in Milan, NRC-Handelsblad in the Netherlands, Aftenposten in Oslo, El País in Madrid and the Frankfurter Allgemeine Zeitung.

Americans Hold a More Homogeneous View

International Herald Tribune

PARIS — Revealing patterns of national response emerged from the poll.

U.S. public opinion also appears to be unique in its homogeneity. In breakdowns by sex, occupation and political party, there were few wide disparities, suggesting that Americans tend to form a cohesive body of opinion.

By contrast, European views vary sharply with professional category and, above all, party affiliation.

In the United States, the only significant variations show up when answers are broken down by age group. Americans aged 25 to 34, for example, emerge as more liberal than older or younger groups. They are less worried about crime or excessive government spending than their elders, but they worry more about the threat of war and about Soviet and U.S. military policies.

In general, however, the poll disclosed a discernible "American opinion" overriding all affiliations and categories.

European opinion, on the other hand, polarizes strongly by political party and by social category, which often overlap.

Although not unusual, European leftist groups take a more tolerant view of the Soviet Union than other political groups do. In France, for example, the Soviet

(Continued from Page 1) bordering Warsaw Pact territory. The U.S. level of response (27 percent) was weak, but it still ranked as a top item of concern.

The anti-American exceptions were France and Spain. Nearly half of the French singled out U.S. economic policy, including high interest rates and the strong dollar, as the main threat to international stability. Spaniards were worried most about growing U.S. power.

Overall, Europeans, while generally sharing the worry over Soviet militarism, consistently identified U.S. policies as the second most dangerous source of instability.

The U.S. military buildup was the second-ranked worry in Britain, West Germany, the Netherlands and Norway. Anti-Soviet policies by the United States was the second-ranked worry in Italy.

The Soviet military buildup led in all countries except France and Spain. It was listed as a worry by 57 percent of the Norwegians and also was cited by West Germans (55 percent), Dutch (38 percent), Italians (37 percent), British (33 percent) and Americans (27 percent).

The eight-nation poll involved asking the following questions of a cross section of people in each country:

Which of the following are your greatest concerns for yourself and your country today?

The pattern of responses showed much greater concern over everyday problems than over strategic issues.

Unemployment led in all countries except Italy, where crime was equally troublesome. Regardless of age, occupation or political affiliation, an overwhelming majority of men and women listed unemployment as their main concern. Least worried were the Norwegians (50 percent) and Americans (42 percent).

Similarly in Western Europe, better educated, more influential West Germans were more critical of U.S. policies than others (44 percent compared to 24 percent).

Crime, followed at a distance by

military buildup

worries

30 percent

of neo-Gaullists, 24 percent of Giscardians, 18 percent of Socialists and 13 percent of Communists.

Conversely, U.S.-European cooperation is sought by 41 percent of neo-Gaullists, 34 percent of Giscardians, 21 percent of Socialists and 14 percent of Communists.

Similar left-right contrasts emerged in Britain, Italy, the Netherlands and Norway. In Britain, a third of Conservatives worry about the extension of Soviet influence compared to 9 percent of Laborites.

Characteristically, in West Germany, the poll indicated that 62 percent of the Christian Democrats favored cooperation with the United States, compared with 52 percent of Social Democrats. A third of the Socialists worried about "U.S. aggressive policies," compared with a fifth of Christian Democrats.

Nearly half of West Germany's Christian Democrats seek military balance with the Soviet Union, compared with one-third of the Socialists. The Free Democrats, which grouped other small parties, spoke out against both superpowers.

By contrast, in the United States, party affiliation did not significantly change views on East-West questions. The Soviet military buildup was the leading

source of international tension for all political groups: 30 percent of Republicans, 27 percent of Democrats and 27 percent of independents.

Another example of left-right cleavage in Europe arose over arms control, which is generally more favorably viewed on the left by significant margins.

The exceptions were West Germans, where small parties showed the strongest preference and Socialists reacted sluggishly, apparently because they were skeptical about the realistic prospects for disarmament.

Britain showed a similar pattern of skepticism about arms control on the left. The reactions of Americans varied little by party.

The issue over which Socialists usually broke ranks with Communists was the support by Socialists for greater European unity.

The level of concern about security issues varied widely from country to country, as shown positively in the frequency of responses and negatively in the number of "don't knows."

West Germans, rated in this way, are much more concerned than any other nationality, perhaps because of their country's vulnerable situation.

More than one-third of West Germans worry about international tensions stemming from the Soviet military buildup, lack of European

cooperation on security issues.

—JOSEPH FITCHETT

U.S. Aide Offers Alternative to Social Security

By Spencer Rich

Washington Post Service

WASHINGTON — In a book published last week, a White House policy adviser says the Social Security system should be dismantled and replaced by compulsory private insurance and individually held bank retirement plans.

The author, Peter J. Ferrara, is an adviser in the Office of Policy Development. He argues that channelling the money into the private economy through insurance and the plans, known as Individual Retirement Accounts, would help stimulate investment and economic growth.

By enlarging the economy in that fashion, he says, an individual's income at retirement age would be far larger than the amount one can now expect from Social Security.

The White House was quick to state that the views expressed in

the book do not represent White House policy, and that the book, based on an earlier one Mr. Ferrara wrote two years ago, was in preparation when he joined the White House staff.

Kevin Hopkins, a spokesman for the Office of Policy Development, said that before Mr. Ferrara joined that office as a senior policy adviser, he worked as a special policy assistant at the Department of Housing and Urban Development.

Mr. Ferrara played a major role in drafting one of the president's enterprise zone proposals to help revive impoverished and minority neighborhoods, Mr. Hopkins added. He declined to arrange an interview with Mr. Ferrara.

Mr. Ferrara's views were first expressed in a book, "Social Security: The Inherent Contradiction," published by the Cato Institute. The Heritage Foundation published a shorter version on Sept. 10 called "Social Security Reform."

The White House was quick to state that the views expressed in

Another presentation of the author's views is contained in the book published by Cato last week, called "Social Security: Averting the Crisis."

The key to Mr. Ferrara's system is the assumption that it would stimulate the economy so much that people would retire with more money from the Individual Retirement Accounts than they could have gotten from Social Security.

Calculations of this type, however, have been challenged by economists on grounds that too high a real rate of interest is assumed.

He also suggests that such Social Security programs as benefits for dependents and payment of increased benefits to low-income recipients eventually be removed and handled through welfare programs.

His basic proposal, however, is that Social Security be phased out and that younger workers be required to set aside a portion of their income, perhaps equivalent to what they would otherwise pay in Social Security taxes, to buy insurance, stocks, bonds and Individual Retirement Accounts.

The insurance protection and retirement savings would be substitutes for Social Security retirement, survivor, disability and Medicare benefits.

Mr. Ferrara proposes that the formula for calculating the initial benefits of persons ready to retire be changed eventually to reduce the amount they would receive.

He also suggests that such Social Security programs as benefits for dependents and payment of increased benefits to low-income recipients eventually be removed and handled through welfare programs.

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The insurance protection and retirement savings would be substitutes for Social Security retirement, survivor, disability and Medicare benefits.

Those enemies include about 30,000 guerrillas of the deposed Pol Pot regime, 5,000 troops of Son Sann's Khmer People's National Liberation Front and perhaps 3,000 members of Prince Sihanouk's military faction.

Despite the denial by the Mr. Thach, Thai and American intelligence sources say they believe the Vietnamese are planning a dry season offensive.

The informants say the Vietnamese have added new T-54 tanks, 130mm artillery pieces and a light, advanced model of the AK-47 assault rifle to their stock of arms in Cambodia. The Vietnamese also reportedly did not withdraw troops, as they announced they would last summer, but are merely said to have retired some units and sent in fresh ones.

The Cambodian said that about 6,000 refugees had made the trip from Khao I Dang to Sihanoukville, where about 14,000 people are now said to live. He said that those who had left Khao I Dang had done so because they had grown sick of the camp's restrictions, tedium, quarrels and confinement.

He also said he had heard that at Sihanoukville the new settlers were prohibited from cutting down big trees, which help conceal spotter planes. Worst of all, he said, the village has been hit even during the rainy season by 130 Vietnamese rockets.

The Cambodian said that about 6,000 refugees had made the trip from Khao I Dang to Sihanoukville, and it is the headquarters of an insurgent faction, known as the National Army, that is loyal to the prince.

While he was head of state from 1960 to 1970, the prince had given the name Sihanoukville to the nation's main seaport, since then renamed Kompong Som.

Western diplomats and aid officials have also expressed concern over the safety of the people at

Tremors Shake Umbria

United Press International

PERUGIA, Italy — A series of mild earth tremors rocked the central Italian Umbria region during the weekend.

Age, for blacks in the 1990s, is the rule, and they are still in control on South Africa's central plateau. They are the largest group of black citizens in South Africa, and their influence is growing. They are the largest group of black citizens in South Africa, and their influence is growing.

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AMERICAN FASHION



THE AMERICAN LOOK

A sample of American design in recent years: from left, an asymmetrical snap trench coat from Bill Blass, sportswear for men from Ralph Lauren, a dress by Perry Ellis and Calvin Klein's simple dress in pale suede.

Competition Makes Fashion An Increasingly Small World

By Hebe Dorsey

NEW YORK — As publisher of Women's Wear Daily, John B. Fairchild has been very much at the center of the fashion scene. Once a dull, strictly trade publication, WWD has become much more than a tool for the keenly fashion-oriented Fairchild to rev up excitement in the lives of merchants, designers, manufacturers and fashion plates, who all read him avidly.

Day in, day out, WWD delivers the serious news as well as the crazy fluff that surrounds the fashion world. A master at the backstage power game, Fairchild stays away from the parties and fashion events WWD faithfully reviews. In a rare interview in his New York office, he gave his opinion about fashion in general and American fashion and its place in the world.

The first mistake, Fairchild thinks, is to approach fashion country by country. "Fashion is all one," he said. "We don't look at it as coming from Italy or from Paris or from the States. We look at it in terms of designers. There's probably 10 designers in the world who give us news, excitement, 10 people whom we look to and watch very, very carefully. The trends are all coming closer and closer together. It's become a very, very small world. What Perry Ellis does in New York could be done in Paris or Italy at the same time. And they all watch each other like hawks."

But is that good or bad?

The answer is that it is neutralizing fashion "so that it becomes sometimes quite boring."

For example, some designers are making clothes that I would classify as bodycovers — just clothes and they are of no interest. All the exotic, all the raciness, all the femininity is going out of some of these clothes. Yet they're the big sellers."

Asked why, Fairchild said: "Well, because I think people are interested in fashion but they're not sure of something they're sure of. People are not sure of their taste. Part of the problem is that we are in very difficult times, people are not spending money just to buy a whim. They have to be very, very careful. The designers are responding to the needs of the public and are being very cautious. I think that, too, is end-

ing in boredom. But watch out, we're going to get some radical things again, some life from Paris."

He said Paris still has "the daring quality." "I'm talking of somebody like Saint Laurent, even Ungaro and even somebody whose clothes I used not to like very much, Thierry Mugler. All have daring quality, and this is still very important to fashion. I think that St. Laurent was very, very daring to do the collection he did. Sheer luxury, and it's a complete change in fashion because it brings back the shape. Certainly an extravagance that no other designer could afford to dare to do. It's true of Valentino, too: he dares to do things that are different, luxury for the sake of luxury. I think fashion always has to have an element of that."

Although business is very tough in the United States, Fairchild said, designers who are doing things out of the mainstream seem to be doing well. "Although the middle of the road market has collapsed by 25 percent, designers' clothes are up by 5 percent or 10 percent," he said. "But then, designers' clothes are relatively more expensive. So I think what's happened is that the expensive clothes have held up fairly well because people with money have not been hit by that so-called depression. I'd say that here Perry Ellis is doing well, Norma Kamali is doing very, very well and she is certainly out of the mainstream. Otherwise, she is one of the world's most important designers today. Now, there's an example where an American is influencing the Europeans."

Asked when the trend changed and when did American designers become conscious that they had something to offer, Fairchild answered: "I think Americans have always had confidence but things turned around in the 60s, when everybody wanted to be young. When it comes to youth, you must admit that Americans have cornered the market and American fashion is definitely younger than European fashion."

However, Fairchild does not see Americans influencing Europeans in terms of basic trends. "It's more the spirit of American clothes, a certain practicality."

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On New York's Seventh Avenue, the Traffic Jams Are Vertical

By Bernadine Morris

NEW YORK — Almost as soon as they are off the runway, the mannequins have shed the glittery evening outfit of the show's finale, slipped into their raincoats and jeans and are ready to leap into the first elevator that stops on the floor.

Right on their heels are the knowledgeable storebuyers and press people who know that a minute too late and they will be caught in such a wild crush it will take them half an hour to get out of the building.

The traffic jams on Seventh Avenue are vertical. Not that it is easy to hail cabs or go across town. But the biggest crushes are in the elevators. With fashion showings in season — and there are many seasons — scheduled every hour on the hour, starting at 9 A.M. and continuing through 5 P.M. or 6 P.M., a form of gridlock sets in as the audience of several hundred tries to move one floor up or down.

Once it was possible to use the staircases, but now, with security measures in force, the stairwells are usually locked. Thefts of merchandise and even attacks on individuals are not unknown. Bathrooms are invariably locked.

Every fashion show regular has devised ways to beat the system, such as taking an elevator that is going up when the next showing is a few floors down. And everyone has stories about missing an important showing because the rooms were so crowded the elevator refused to stop at that floor.

All this occurs because, despite the thousands of companies who crowd New York's garment district, everyone wants to be located in one of two buildings with the most prestigious addresses, either 550 Seventh Avenue, near 40th Street, or 530 Seventh Street, one block to the south at 39th Street.

There are a few acceptable outposts: Perry Ellis has established his showroom one block north and across the street at 575 Seventh Avenue; Calvin Klein and Anne Klein occupy lofts at 205 West 39th Street, around the corner from 550, and Mary MacFadden on 35th Street, near Eighth Avenue.

But most of the best known names in American fashion are in the two high-rise buildings. A sampling: at 550, Pauline Trigere, Ralph Lauren, Geoffrey Beene, Bill Blass, Ralph Lauren, Oscar de la Renta, Giorgio Sant'Angelo. Holding forth at 530 are Mollie Parnis, Adele Simpson, Kasper, Albert Nipon, Adri, Vera Maxwell, among many others. Should one company vacate its premises, a hopeful is ready to take its place.

The garment district was once more diffuse, running from Seventh Avenue to Eighth Avenue, from 35th Street to 40th Street. Snobbery and convenience mingled to give the two Seventh Avenue buildings their present desirability. Everybody wanted to be in the same building as the successful companies. The late Norma Norell made \$50 chic. In turn, this made it convenient for store buyers, who could place a whole season's orders without stepping out the door of the building, or simply by going one block down the street.

The garment district has always been an integral part of New York City, starting as small tailoring establishments on the lower East Side, where the Jewish and Italian immigrants settled before the turn of the century. As the city moved north, so did the fashion manufacturers who needed more space as their businesses grew. Lower Fifth Avenue and Madison Avenue were stopping off points before the manufacturers arrived on the West Side in the 1930s, where they have remained since.

By the beginning of World War II, when U.S. fashion came into its own, the garment district was bounded on the south by the fur manufacturers and on the north by Times Square. There have, of course, been changes in recent decades. The workrooms are no longer staffed mainly by Jews and Italians. Hispanics, Orientals and blacks are now almost as prominent.

While the showrooms, design studios and shipping rooms are located on Seventh Avenue, the actual sewing takes place in lofts on the side streets or in factories as distant as Hong Kong. The designers are no longer anonymous employees who spend their time adapting styles made in Europe, or offered by the competitor down the hall. Most of them strive for originality, own their companies and have their names on the door of their salons as well as on the labels of their clothes.

To accommodate the crowds of 1,000 or more who come to the major New York showings in April for clothes for the fall and winter season and, to a lesser extent, in October for spring, the major manufacturers

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Fashion Celebrities Share a Variety of Interests and Lifestyles

WHEN interviewed last April, Ralph Lauren, who already sells in Europe, at Browns in London was about to sign with an Italian firm to distribute in Europe. He said then: "I think we'll start in about six months. That would include mostly menswear, and later women's wear and children."

The day he was photographed Lauren was wearing corduroys — "unusual for me, I'm always in jeans" — and a blue Polo shirt. (Photographs second page.)

"In Europe, they know me as the cowboy who does that prairie look, which is all right, but I make a tweedy, English look, which is more sophisticated. Lauren is also interested in home furnishings, which will be very American in spirit. In September he introduced a log cabin, furnished with the appropriate artifacts, at Bloomingdale's exhibition on "America the Beautiful."

Nothing unsophisticated about Lauren's business figures: "This year we'll do between \$250 and \$300 million in licensing, plus \$95 million with our Polo line. I expect to make \$100 million from home furnishings in the next few years."

Lauren, who won eight Coty fashion awards, owns a ranch in Montana and just bought his own jet plane, but he insists he lives as quietly as he can, runs every morning and spends as much time as he can

with his family — he has three children — and friends.

Perry Ellis started with a master's degree in retailing, went on to become a sportswear buyer for a store in Richmond, Virginia, and has had his own house for only four years. Known for his so-called Stouch Look, he has made his mark with clothes that do not look designed but like they have just been put together. His menswear, started a year ago, is also proving a phenomenal success.

Not a trend, he does not go with the fashion flock. Ellis has a secluded house on Fire Island, New York. He also lives in New York, on the once unfashionable and now ultrafashionable West Side, where he has just bought a house.

Calvin Klein, who once said, "It's easier to get to the top than to stay there," should have no problems. His company is close to the \$1-billion mark. Not bad for a man who started as a \$75-a-week coat designer.

In the Bronx, Klein knew very fast he wanted his own business. He got help from a friend, Barry Schwartz, who lent him \$2,000 so he could prepare his first collection. Schwartz, of whom Klein says, "The reason of my success has to be Barry," is now the firm's business manager.

A favorite of Jacqueline Onassis, Liv Ullmann, Pat Buckley and Lauren Hutton, Klein is known for elegant, simplified sportswear in beautiful fabrics and subtle colors. But things are changing. With his new collection, to be shown next Friday, Klein is going into a more refined, couture, European look, which is not surprising, considering he just hired Marina Schiavo, who long represented Yves Saint Laurent in New York.

Klein has the physique of a movie star and seriously works at it. He has two gyms, including a \$60,000 one right in his workrooms. He lives lavishly, drives a Rolls-Royce and has houses in Connecticut, Fire Island, Key West, Fla., plus a new penthouse on Central Park West, which he designed himself.

Oscar de la Renta, who was born in Santo Domingo, the youngest of seven children, first wanted to be a painter in Madrid, then learned the fashion trade in Paris, with two giants of the old-time couture, both Spanish, Cristobal Balenciaga and Antonio del Castillo. Of the latter, de la Renta said, "He loved me because I spoke Spanish."

De la Renta came to New York in 1962 where he first started working for Elizabeth Arden, then opened his own business in 1965, which has now bloomed

into menswear, shoes, furs, sheets, umbrellas, eyeglasses and lately a very good perfume. De la Renta delivers opulent clothes with instant glamour but "my clothes are not as expensive as they look," he says.

De la Renta is married to a Frenchwoman, Francois, a former Vogue editor, who has done a lot to build a chique halo around him. Their house in Connecticut, and their fin-de-siecle apartment in Manhattan, as well as their chic soirees, where they entertain everybody who is anybody in the arts, letters and politics, are often full of his clients, such as Nancy Kissinger, Lee Radziwill and Marella Agnelli.

Halston, tall and handsome and always dressed in turtle-neck black sweaters, came from the Middle West and started as a hat designer for Bergdorf Goodman. By the end of the 1960s, as the hats business was waning, Roy Halston Frowick tried launching his own collection at Bergdorf, in the hope of capturing a niche between couture and ready-to-wear.

Soon after, he opened his own business and in a new shop on 58th Street showed his first collection. His first client was Mrs. William (Babe) Paley, and his second Mrs. Charles (Jane) Engelhard, both pillars of the best-dressed list.

(Continued on Page 10S)



RALPH LAUREN's prairie look for young Americans.

TOM WOLFE

Enough of the Kite Look and the Wino Look . . . What About Fit?

NEW YORK — I don't want the presses or the Compugraphic machines or the puff-puffs or whatever it is that prints the fashion press to come to any wrenching hair over this — but I have a prediction.

Within two years all the major fashion houses, for women and men, will be making and promoting clothes that fit. You (or yoo-hoo care about these things) will be hearing about fit and worrying about the close-fitted look until your arthrodesis wrinkle at the mention of the term.

By "fit" I am not talking about the current pathetic gesture of occasionally nipping in dresses or jackets at the waist. I am talking about clothes that actually fit.

"What on earth is the man talking about?" one may be saying. For today there are grown women and men who were born too late to have even the faintest recollection of the days when all clothes, for people much over the age of 10, were expected to fit.

"Fit" was the word used for that aspect of a dress or jacket, for example, that caused it to look as if it had been made for the person wearing it. An odd notion, you may think. Nevertheless, that is the way it used to be.

I can remember visiting the House of Dior in medieval times — 1964, it was — when that firm still made its living selling close-fitting clothes one by one to women

en with wealthy husbands. When the models came down the famous runway at Dior, there were actually women in the room who intended to buy the outfit they modeled and not just fashion writers with beach boys in tow to escort them to expensive restaurants or la Comtesse Muffat's cocktail party for Kenzo.

A single dress or outfit might cost \$2,000, \$4,000 or a great deal more. Even a miserable \$2,000 was a lot of money in 1964. Much of the high cost was due to the unseemly construction of the garments, the linings, pinnacles, and immeasurable darts. All of this superstructure was devoted to fitting not only the waist — the easiest mark of all — but the entire thoracic cage, the back, the bust, the armpits, arms, hips, the works.

The only vestige of a good fit known to women today is the fit of jeans or other pants over the *mons pubis* and the *derrière* to achieve the look known as "cleaving the decisives."

Good fit was a casualty of the boom of the late 1960s and the arrival of funny money, super money, other people's money, leveraged positions, franchising and chain outlets!

Chain outlets! When the great fashion houses found they could mass-produce their garments and sell them for 50 percent of the custom-made price at chain outlets, that was the end of clothes that fit.

A chain outlet is a store or space in a department

store on Madison Avenue, Rodeo Drive or some other American street where women with a limit of more than \$500 on their credit cards room. The store is staffed with impudent young women with grooming and their nostrils. The Americans naturally conclude that they are French.

But this business of fit presented a nasty problem. There was no way one could make an outrageous profit in America, with or without salesgirls of Parisian repulsiveness, if the clothes were expected to fit.

It was at that point, about 15 years ago, that the fashion houses, with true team spirit, all decided to explain to men and women of America — and the world — what that would help convince the Americans — that the look of today was clothes that did not fit. Clothes that looked as if they had never even been introduced to the wearer were even better.

The "fit" look has taken two main forms. One is the kite look; the other, the wino look. In the kite look the woman (or man) looks like a Japanese kite with legs. A recent example, still very much alive, is the big-shoulder style. If you can extend the shoulders of a woman's dress or jacket six to eight inches beyond her deltoids and make her like it, "fit" is superseded once and for all by "hang." Her outfit may look like the scenery for a resort community opera group's produc-

tion of *Aida*, but in any event no one is going to bring up so negligible a point as fit.

The wino look is referred to in the fashion press by the epithetism, "the layered look." The wino look is based on the look of winos on West 41st Street in New York who may be seen at any hour of the day or night sitting on standpipes on the sidewalk swabbing the lessons on their ankles with paper towels they take from the men's rooms in the subway. The first layer they wear is the remnants of a pond-green hospital nightshirt of the open-back sort known as angel wings, and this is surrounded by an slumdrum wash'n'wear jacket with the sleeves copped off, over the top of which is a red-and-black Hudson Bay plaid shirt, over the top of which is a mustard-khaki strap undershirt, all of which is tucked into a pair of hospital-issue olive drab loon-seat ward pants with a rope tied about the waist. The wino's swollen feet are stuffed into a pair of half-house-issue bulb-toe bluchers and light white socks rolled down to expose the oozing ankles. Topping off the entire ensemble is a cape, gathered at the neck by a bootstring, made of 10 to 20 layers of clear polyethylene dry cleaning bags. For the layered drycleaning bags, substitute the down-filled overcoat but leave the rest as is, which makes a woman look like an enormous hand grenade and there you have one of the most fashionable looks of the past five years.

The problem lately has been that women and men have discovered that they can achieve the wino look or the kite look without the help of Giorgio Armani or Claude Montana. It is not that they can approximate the look of the great fashion houses — they can duplicate it. Any American man or woman today is capable of looking like a clown or a neurotic sloven without any help from abroad.

Naturally the industry is becoming desperate. Women's Wear Daily has already started a campaign against the P.J.'s, as they call them, "the plain Janes." They take pictures of women who go out on the streets of New York in cheap, shapeless, slovenly clothes — the look of today, born in Paris — and publish them as evidence of abominable taste.

What this means is that don't-fit has boomeranged in the worst possible way. There can be no pullback position now. The industry cannot promote half-way-fit and expect anyone to understand. That is what the current upped-waist business attempts and fails at. The only solution is that there will be a trend back from the past, with all of its horrifying profit-eating potential: fit.

Within the next two years you may actually see people on the streets of New York and Paris who appear to be ladies and gentlemen. Ladies and gentlemen are people who — oh, I haven't got time.

CONSTRUCTION IN THE ARAB WORLD

U.S. Corps of Engineers: A Unique Role in Saudi Arabia

THE U.S. Army Corps of Engineers has played a unique role for Saudi Arabia. Since the early 1950s it has acted as an agency of the Saudi Arabian government responsible for the management of a vast multi-billion-dollar construction program. The corps is also engaged on considerable programs in Jordan, Oman and Egypt.

Within the next three years in Saudi Arabia alone the corps expects to award more than \$6 billion worth of construction and construction-related contracts. On a smaller scale, it will have a hand in awards of contracts worth between \$200 million and \$300 million in Oman — in this case for facilities to serve U.S. forces in time of need: \$57 million for construction of facilities for Jordanian armed services, and as much as \$500 mil-

lion for work — also to back possible U.S. forces — in Egypt.

If Saudi-funded work is not further extended, however, the end of this decade will also mark the end of a remarkable 40-year career in Saudi Arabia for the corps. Its role began there in 1951 with the design and construction of an award-winning international airport — at Dharan — and will have included completion of naval, air and ground military bases, complete cities, and training facilities and other support projects.

Over the same period the corps has trained several generations of local technicians and managers in many engineering techniques, including investigation, planning, design and construction and in management skills such as handling purchase, storage and use of

enormous quantities of materials and supplies, contract administration, maintenance and operation techniques.

Surprisingly, the corps has seldom awarded construction contracts to American companies. In fact, after the mid-1950s when American contractors secured something like 50 percent of all construction contracts awarded, the proportion gradually declined to virtually nothing by 1981 when contractors from Asia and some from Europe took over.

While the Saudi government has

preferred U.S. designers and engineers for planning and project management, it has followed the U.S. Army Corps' traditional practice of awarding contracts to the lowest bidder. And as U.S. contractors — hampered by higher

costs, numerous restrictions imposed by their own government and difficulties of financing — have dropped out, others have moved in, some capitalizing on labor availability, aid from their own governments, far fewer scruples about boycotts and undoubtedly capability.

In Jordan, the corps is undertaking contracts estimated to cost some \$57 million (of which \$40 million will go toward construction of an armor rebuilding factory). In Oman there are U.S. corporations' projects at four locations. The major one is at Muscat Island, off the west coast; others are at Thumrait in the south, Seeb, near Muscat, and Khasab on the Strait of Hormuz.

Facilities at the locations —

some of them now being designed — will cost between \$200 million and \$300 million. At Masirah Island, barracks and mess halls, fuel and ammunition storage, a supplemental power generator, desalting equipment and runway improvements to the existing air base are to be built.

At Seeb, work is under way to provide petroleum and ammunition storage, warehouse facilities and parking aprons and maintenance facilities — all scheduled for completion in 1984.

At Thumrait, with completion also set for 1984, the work involves runway improvements, petroleum and ammunition storage, billeting and maintenance facilities.

— ANTHONY DAVIS

Aga Khan Prize: A Bid for Quality, Sense of Islam

TO MANY PEOPLE sensitive to architectural change the oil boom of the 1970s brought to the Middle East a rash of ill-conceived buildings, mostly based on foreign ideas unrelated to local conditions and culture. In an attempt to counteract such transfers from the West and false imitations of an unstudied Islamic past, the Aga Khan announced in 1976 his intention to offer an award to encourage architecture in the spirit of Islam.

He set up an international steering committee under his own chairmanship, and seminars have been held in different parts of the Islamic world, normally every six months, to explore local architectural conditions and extend the awareness of local architects and their patrons. The opening seminar was held in Paris in 1977 and four others were held in Istanbul, Jakarta, Fez, Amman, Lahore, Beijing, Geneva and Dakar. Each examined a different theme, such as conservation, housing, symbolism in architecture and the Sufi city.

The initial intention was to make up to five awards worth \$100,000 each, but experience showed the judges that no single project was worth such a high sum, and the \$300,000 allocated to the first prize-giving in 1980 was divided unequally between 15 winners, with three receiving more than the others.

Building activities were surveyed in all parts of the Islamic world and data collected on the architectural profession and education, the construction industries' self-help projects and conservation

programs. By no means the least important aspect of the operation was the body of research material provided by the losers as well as the winners.

Winners in 1980 included the National Museum in Doha, Qatar, for restoring and creating a national museum out of a group of buildings intimately linked with Qatar's history and traditions; and for being first in the field in that particular area of the Moslem world; and a house in Agamy, Egypt, for "an effort to combine modern technology and functional forms in the context of Islamic culture."

Work is already advanced on the choice of candidates for the second Aga Khan Prize, to be announced later this year. The methods of reaching final decisions and of establishing the appropriate criteria are still very much in their formative stages. As the jury, which must be at least 50 percent Moslem, put their task in 1980, the winners "represented not the ultimate in architectural excellence but steps in a process of discovery, still an incomplete voyage toward many promising frontiers."

It is wrong, they felt, to talk about Islamic architecture, but rather to consider architecture for Moslems. Its future depends on meeting certain urgent needs, such as low-cost housing, and to keep social and economic needs, as well as design quality, constantly in focus. What at first appeared a dilemma proved to be an illusion. "What is really needed," they concluded, "is a redefinition of architectural excellence in a socio-economic context."

— GEOFFREY WESTON

Yanbu and Jubail: Saudi Arabians Plan Twin Cities as Industrial Base

By Michael Frenchman

SPEARHEADING what amounts to the largest construction undertaking in the Arab world — if not in the world — is the Saudi Arabian project for the future cities of Yanbu and Jubail.

Hailed by planners as "development nuclei," the twin cities are seen as a means to create industrial expansion leading to a healthy added value export business based on the local natural resources — oil and gas.

During the current five-year plan (1980-85) Saudi Arabia is slated to spend around \$150 billion on construction projects.

Six years ago the Bechtel group, of San Francisco, and the Parsons Corporation, were awarded a 20-year contract by the Saudi to advise and manage the Yanbu and Jubail industrial complexes, which are on the Red Sea and Arabian Gulf respectively.

Jubail, once a small fishing village inhabited by a few dozen families, is a mass of gleaming storage tanks and pipes, with what will become residential accommodation for 370,000 workers and their families by the end of the century. Utility-works landscaping, two 4,000-worker construction camps, a 1,000-unit family housing camp, a 200-bed hospital, six-lane highways, a seven-mile-long jetty, and the first 1,700 permanent dwelling units are already under construction.

Already there are about 46,000 workers living in Jubail who are involved in the construction and engineering works out of a total of 257,000 in the construction industry as a whole in the country. Five years ago, according to figures just released by the Ministry of Finance and Economy, the total number of construction workers was fewer than 80,000 as construction of the primary industry plants gets into full swing and the second phase starts.

Total financial commitment by the Royal Commission for Jubail and Yanbu in the current 1982-83 budget year is said to be \$875 million, which is a little less than had been anticipated for the continued rate of expansion. Bechtel's subsidiary, Saudi Arabian Bechtel Co., which has the Olayan group as its local partner, currently has some \$5.8 billion in hand divided up among 300 contracts, the majority of which are held by local companies. The larger contracts have been deliberately broken down into smaller ones in order to encourage greater participation by local companies in accordance with the government's wishes.

Total costs of the complete complex are difficult to arrive at but according to reported statements from Bechtel, the principal 16 heavy industrial plants alone will cost at least \$15 billion to which must be added all infrastructure expenses plus financing of the gas-gathering and power generation. Some economists believe that if inflation is also taken into account the total costs may exceed five times that of the main processing plants.

All the plants are based on hydrocarbons, with the exception of an 800,000-ton-a-year steel plant that will be operated by the Saudi Iron and Steel Company. Eight of

the primary plants, including the steelworks, in the first phase are well advanced and the remainder will be under construction next year. Another dozen or so support industry plants allied to the construction works are also in operation.

The two hydrocarbon-based processing plants nearing completion are the 500,000-ton-a-year Jubail fertilizer company and the Saudi Methanol Company, which will have a capacity of 650,000 tons of chemical grafted methanol. Both are due to start up next year.

The other plants that will be produced urea, polyethylene and ethylene products are scheduled for a refinery completed in the same year by which time the 932-square-kilometer urban-industrial complex will be fully operational. And, if the schedules are kept, several hundred secondary and tertiary industries will also have been set in motion creating the world's largest industrial park and the Arabian peninsula's most modern Gulf respectively.

Yanbu, which is on a smaller scale on the other side of the peninsula, is the second major industrial city that will have a population of 150,000 by the end of the century. There has been less emphasis in the planning on the urban elements and a concentration of effort on developing refinery capacity. It is hoped that this might in the longer term attract a spate of secondary downstream and related manufacturing industries.

A service port has already been completed and first shipments of LPG have already begun. By 1988, the industrial port will be able to export nearly 90 million tons of crude oil, 12 million tons of refined products, 10 million tons of NGL and 1.5 million tons of general cargo, making it one of Saudi Arabia's principal oil exporting terminals.

The port forms a vital terminus for oil production in the Eastern Province, which is being supplied by the 1,200-kilometer Petroleum Pipeline. The main port and terminal works have been carried out by the Dong Ah Construction Industrial Company from South Korea, which has more than \$2 billion of contracts in Saudi Arabia.

The Koreans are among the most active non-European or American companies in Saudi Arabia and hold some \$24 billion worth of construction business.

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The Koreans are among the most active non-European or American companies in Saudi Arabia and hold some \$24 billion worth of construction business.

Yanbu, which is on a smaller scale on the other side of the peninsula, is the second major industrial city that will have a population of 150,000 by the end of the century. There has been less emphasis in the planning on the urban elements and a concentration of effort on developing refinery capacity. It is hoped that this might in the longer term attract a spate of secondary downstream and related manufacturing industries.

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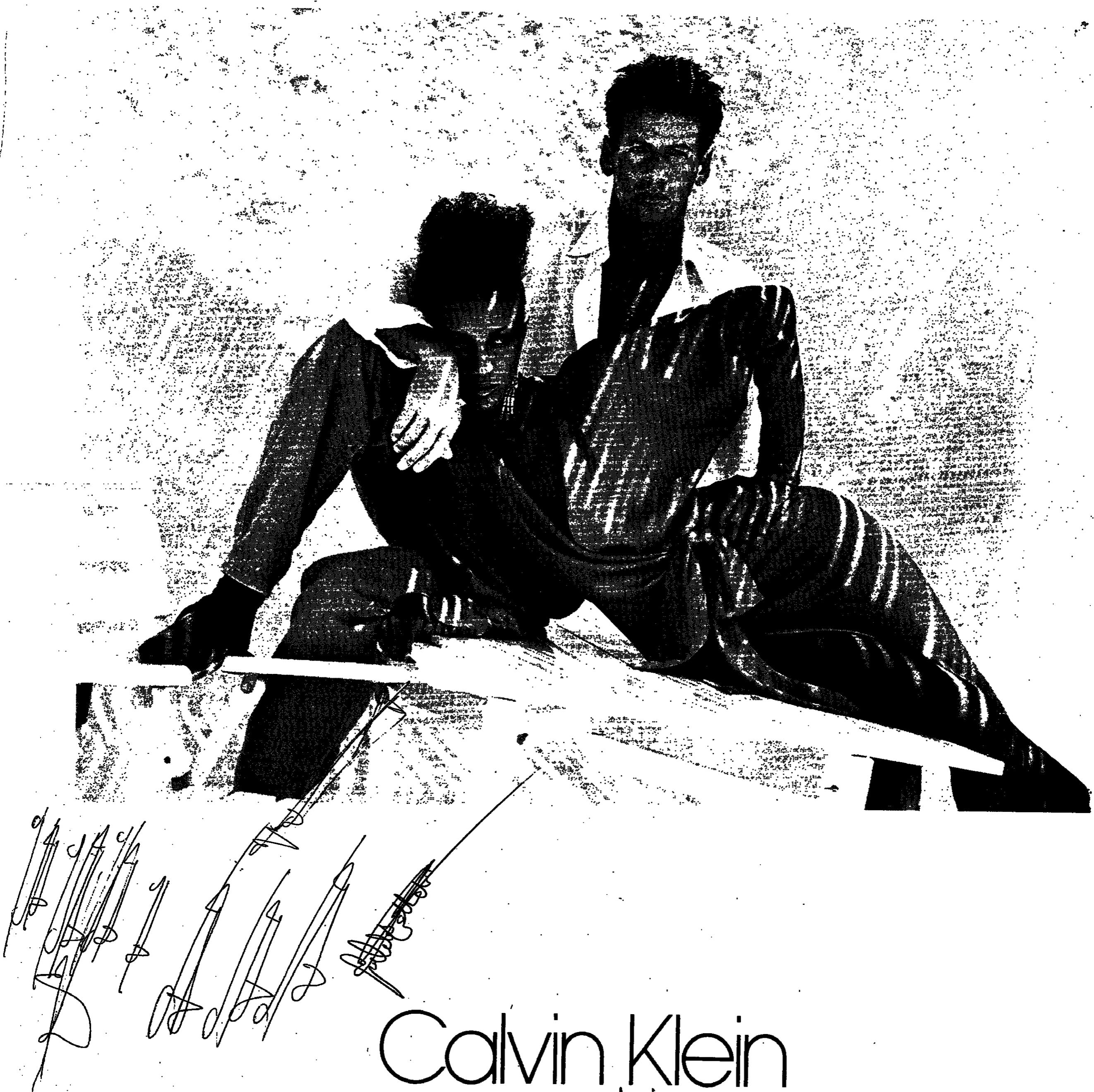
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Calvin Klein
Calvin Klein
Klein
Klein not a man need
changes

AMERICAN FASHION



Publisher John B. Fairchild with a poster of designer Claude Montana.

EUNICE JOHNSON, editor and publisher of *Ebony*.

RONALD LAUDER

The Small World of High Fashion Design

(Continued from Page 9S)

enormous personal clout. "You know, designers have a following," he said. "Like movie stars, they have become the new stars of our age. They are also the new millionaires; considering that men like Calvin Klein or Ralph Lauren are making \$10 million to \$15 million a year salary, just to take home, they are the new stars."

Fairchild also said that American designers like Bill Blass, Oscar de la Renta, Halston and Galanos not only make great evening clothes, they also make a big contribution to daytime American glamour. American designers have

spoken sports clothes. But I have rarely ever seen an attractive Italian evening dress. And I'm still old-fashioned enough to think that a designer has to know how to make clothes that look wonderful in the daytime, wonderful in the afternoon and great at night."

But in the end, Fairchild said, "I don't think any fashion show today is complete without having a combination of Italian, French and American."

HEBE DORSEY is the fashion columnist of the International Herald Tribune.

JOHN DUKE is a journalist in the style section of The New York Times.

BERNADINE MORRIS writes on fashion for The New York Times.

ANTHONY HADEN-GUEST is a writer on the staff of New York Magazine.

MEREDITH ETHERINGTON-SMITH is a free-lance fashion writer based in London who writes for French and Italian Vogue.



Philip Miller, left, president of Neiman-Marcus and Bergdorf Goodman president Ira Neimark

Bloomingdale's 'America the Beautiful' Aims at Rebuilding Industry in U.S.

By Meredith Etherington-Smith

NEW YORK — "This is a year to concentrate on rebuilding American industry and to use our talents and our time to invest in the American industry," Marvin Traub, Bloomingdale's chairman, said at the Sept. 15 inauguration of the trendy New York department store's "country concept" event, "America the Beautiful."

Last year, it was Ireland, the year before that China, but this year Bloomingdale's has looked homeward to the United States for a theme. Until Nov. 15, visitors to 59th Street will find themselves in an all-American store. They will be sprayed with Estee Lauder perfume by a Lander Gibson girl in a white middy blouse and long skirt. They will be able to see the original dress Rita Hayworth wore in "Gilda" (remember — it was tight, black and strapless); drink an American beer in the Campbell Country Inn, before they buy their Aranis after-shave to a serenade from a barbershop quartet.

Mr. Traub said in his inaugural speech that it was "time to take a fresh look at all things American." He and his merchants have been as good as their word, in areas ranging from food (Tex-Mex, Hawaiian) to furniture (Adirondack log furniture).

Mr. Traub said the "country concept" had presented special difficulty to his merchants. "It was much more difficult to work on than any of our other countries, because when you sell a foreign country it is really much easier to zero in on than on your own," he said. "Of course America is always a substantial source for our purchases and a large part of our thinking, so for this event we all had to rethink what we had done in the past, in order to focus in on what we really wanted to tell our customers about America now."

Did he think his merchants had succeeded? "Generally speaking, yes," he said. "I think we have a particularly strong presentation in all our

home areas, for instance, but you have to think of one of these store-wide events as being rather like an orchestra: the total sound comes from all the musicians and it is just the same with merchandise presentation; it's really a question of making it all happen at the same time."

Working a 10- or 12-hour day, Mr. Traub conducts these promotions with a very firm baton to make sure the sound comes out right. He places special emphasis on the role cosmetics have played in the "America the Beautiful" event.

Estee Lauder and Ralph Lauren have worked with us very closely from the beginning, as have several Revlon divisions," he said. "I think that the reason for success in this area is that cosmetics is one of the most successfully marketed commodities in the U.S. Some of the most innovative people I know are concerned with marketing cosmetics, and they come up with very strong ideas, developments, like the old-fashioned barbershop promotion from Aranis." He said that he tried to work very closely with cosmetic people to create ideas together, believing that "this sort of thinking adds a genuine and valuable dimension to our promotions."

Had it been difficult to find new American products with sufficient novelty for the predominantly American customer? "I think that, for instance, the designs we have developed with the Museum of American Folk Art are extraordinary — altogether," he said. "We have developed over 800 new products for the home areas."

In times when retailers in America are having difficulties, Mr. Traub believes that, in taking a fresh look at America, the results are sufficiently different and imaginative to stimulate the customer. "In our experience a successful promotion doesn't happen overnight," he said. "It's very much a word-of-mouth thing, and we know we have to wait to let the word get round."

Seventh Avenue: The Traffic Is Vertical

(Continued from Page 9S)

ers sometimes introduce their collections at hotels, discotheques or the auditorium of the Parsons School of Design at 40th Street and Seventh Avenue. But for the summer shows in February, the resort lines in August, the early fall collections in March and various in-between groups of styles the rest of the year, Seventh Avenue houses rely on their own showrooms.

Pauline Trigere has a little theater built into her salon. Perry Ellis, who took over a space formerly occupied by a bank, sets up bleacher seats. Other designers open up their

workrooms and even set up seats in executive offices. When small groups of buyers are visiting there are such amenities as lunches prepared in the company kitchen or brought up from the many coffee shops that dot the area.

Outside, the hand trucks still move the clothes from loft to shipping room or, on occasion, to Fifth Avenue stores desperate for merchandise. Inside, the name of the fashion game is glamour. The object is to keep buyers as comfortable as possible for as long as possible. That gives them less time to visit competitors a few floors up or down.

Whether the salons are decorated in high-tech style or are pale-carpeted, chandeliered versions of Old World grandeur, they are planned to offer an attractive background for the presentation of the new season's clothes.

They also offer cases of calm from the frenetic traffic in the streets and the crush in the elevators.

The clothes are presented with a flourish for, as some designers are fond of pointing out, Seventh Avenue is just a block away from Broadway.

THE KINGDOM OF THE BLONDES

By Anthony Haden-Guest

NEW YORK — Pandora was suddenly reminded of her first day at school. She was seized by two contrary urges. She wanted to giggle, and she wanted to take off her heels.

Pandora, whose real name this is not, is a young Englishwoman, recently married, and moved to Manhattan. The panic gripped her at a party. The party, in a huge, overdecorated apartment in the East 70s, was a get-together for the committee of a charity, and the room was filling up with women with brilliant feral smiles, like foxhunters in at the kill.

"I was looking around the room, and I suddenly realized something," Pandora told me later. "I was the only woman there who wasn't blonde."

Well, the mirage dwindled. She noticed a brochure from the Museum of Modern Art, an astonishing redhead, and a covey of Latin Americans, their hair apparently sculpted from black plastic, chittering in a corner, but her perception was bang on the money. Pandora was in the kingdom of the blondes, which is the cat's pajamas.

Correction. I'll withdraw that. One of the fashionable New Yorks, Manhattan is a metropolis, after all. Perhaps Manhattan is the last metropolis. Certainly, it comes equipped with any number of moving parts, interlocking circles, each of which is quite confident that it is the cat's pajamas.

Consider what lies ahead of Pandora in her new world, now that her name has been inscribed, in the inevitable cursive Spencerian script, embossed to give the effect of engraving, along with all those other fashionable Manhattan names, most of whom will never actually make it to the hotel ballroom hop. Pandora told me it was some disease.

The names were all female, as is the custom.

Mrs. de This. Contessa That. Double barrels,

and those good American names that are distinguished by the fact that the fellow's first name is the sort — Baird, Sturges, Carter — that most people have as last names. Not only are they all female, but they are all addicted to the last activity that truly distinguishes the sexes in this increasingly complex world: lunch.

I mean, of course, the posh lunch. Pandora has been doing a lot of lunching. She lunches at Le Cirque, Doubles, La Grenouille and, most of all, at Mortimer's. She lunches with, or at least, rubbing shoulders at adjoining tables with, all the grandes, Pat (both Pats) and Nan, and Kay, and Mica, with often just one male, either Jerry Zipkin, or some nice youngish man with a vague connection to Christie's or Sotheby Park's Bernet. These are the grandes whose names will appear regularly in the Suzy column, and Engenia Sheppard, and Liz Smith (in the event of a peccadillo) and, most of all, in Women's Wear Daily.

These are the women who, to lift a line from Joan Juliet Buck, believe that a life unpublicized is not worth living and, as Noah Ephron pointed out, all of 15 years ago, it has been the peculiar genius of Women's Wear Daily's publisher, John Fairchild, to have turned lunch from a guilty waste of time, a dilettante affair, into something substantial. Almost a duty. Lunch is doing something. That is the thing about Manhattan, a characteristic that distinguishes it from Paris, Rome, the great Latin cities, London. It is important, even in social life — no, especially in social life — to do something.

The young, if they are unmarried, will often have a real job, just so long as it is an "interesting" one. This may be sitting in an art gallery all afternoon, inviting friends to the next preview, working for a publicist with smart accounts, finding out how to do up other people's houses, or working as an ill-paid apprentice on one of the fancier magazines.

If money is not a problem, there are classes

in acting and dance — why "dance"? Nobody talks about "act" or "paint" — art history courses, or just generally hanging out at Andy Warhol's interview (this last option normally being reserved for daughters of the British upper classes).

The older, and married, with no burning desire for a real job, however interesting, have a head-spinning array of fashionable goings-on to pick and choose among. Pandora has, for instance, firmly resisted the seductive charms of the gourmet cookery cult. She detests backgammon, which has become grievously overposed anyway (there is, incidentally, a fortune waiting for the first person to come up with a gambling substitute, acceptable to those women with real emeralds, false marmalade hands, and brains like digital computers, who have been sustaining the backgammon cult).

She keeps fit, but refuses to jog, and has so far not been enticed into joining the acolytes of some fashionable body-awareness therapy guru. She enjoys contemporary art, but is fully aware that becoming a "collector" entails much hardship in terms of chafing up dealers and wining and dining various monomaniacal artists, to say nothing of the expense of acquiring the actual artworks, which are usually of unwieldy size, and stiff any other conversational life around them, like the larger sort of forest tree.

There is also the most fashionable option of all, though. Fashion itself, meaning couture. Manhattan ladies are nothing if not serious about couture. A writer friend remembers sitting at the premiere of Death in Venice. The entire audience sat, wreathed in silence, as Dirk Bogarde brooded on mortality, the passing of beauty, and so forth, when several rows were electrified by a piercing squall.

The squaler was an editor of *Vogue*, and a woman of notorious chic. She was addressing her husband. "Darling," she moaned. "Darling. The buttons. To die."

Now there was a woman who had her priorities in order. Perfect Manhattan, because there is one other local characteristic to be noted. It is a gregarious town, New York. The pleasures of solitude are not its forte, and romantic interludes tend to be rushed and scampering events.

Another young woman — I will call her Amy — complained to me that her sex life in Manhattan had gotten so low that it did not even register on radar. This, she admitted, could partly be attributed to cocaine, and to the fact that she was inclined to stay up in the back rooms of discotheques till the early hours, by which time she had necessarily outlasted her few straight male friends, who were burdened with day jobs.

Also, there was something else. "Nobody ever wants to go out alone with somebody anymore," she said.

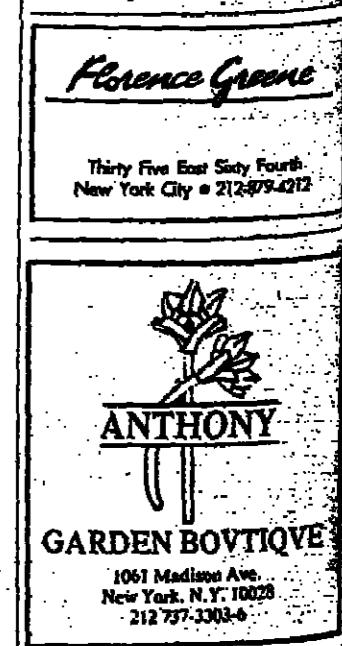
"They are afraid they're missing something." Ah, the creatures of the night, (as Count Dracula observed in the original movie) what music they make.

Oscar de la Renta

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BUSINESS / FINANCE

MONDAY, OCTOBER 25, 1982

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J.S.
Investors,
Borrowers
DisappearBy Carl Gwirtz
International Herald Tribune

PARIS — Investors and borrowers disappeared last week, bringing to a dead halt the recently booming Eurobond market.

The outlook for this week is not much better, given that a half-dozen big companies that he liked have either been sold or dimension to our

It products are not
to the market. I think
the market is not
marketing, which
is the only

EUROBONDS

point cut in the U.S. discount rate, which failed to materialize Friday, was believed to be a certainty.

Investors have pulled back from the market, bankers say, awaiting evidence that long-term dollar interest rates can decline further. Marketing this lethargy is the fact that many natural bond buyers are simply full up, while others are just unwilling to buy dollar instruments while the dollar soars near its post-devaluation peak.

Borrowers, on the other hand, are convinced that rates are headed lower, and having seen how fast they can decline once they are moving, are inclined to await further reductions. Bankers report that potential borrowers believe rates must decline so long as the U.S. economy shows no sign of recovery.

In addition, as investment bankers are sitting on mounds of unsold Eurobonds, the competition between banks to bring new issues to the market has waned sharply. The banks are comfortable about their holdings, as their own financing costs are low enough to assure a profit on this inventory. Just how large this unsold backlog is can probably best be gauged by the fact that only one new straight dollar bond was announced last week.

That was a currency swap for Österreichische Industriewerke, carrying the guarantees of Austria, which sold \$36.75 million of seven-year paper bearing a coupon of 11% percent from 99% to yield 11.86 percent. The notes ended the week trading at 98 for a yield of 12.19 percent.

By contrast, the recent issue for Vienna, which is not guaranteed by the government, was trading at 97% bearing a coupon of 12% percent to yield 12.71 percent.

Also trading poorly were the Superior Oil 11s of 1992, marketed a week earlier at par but quoted on Friday at 96% for a yield of 11.56 percent, and Svenska Handelsbankens 13s of 1990, offered at par but trading at 97 for a yield of 13.64 percent.

The only other attempt to sell dollar paper was Citicorp's offer of 100,000 warrants. Each of these can be used to buy \$1,000 of seven-year notes at par bearing a coupon of 11 percent. The warrants themselves are being offered at around \$20 — a price most analysts say is unreasonably high.

Warrants have had tremendous appeal to investors, giving them enormous leverage — potentially huge gains for little cash outlay. Much like the options market for stocks, warrants sold earlier this year have about doubled in price as the value of the high-coupon bonds they can be used to buy have also soared.

At present, these old warrants are trading at parity with the underlying bonds — the cost of buying a warrant to purchase a bond results in a cost representing the present value of the bond on the secondary market.

The appeal of warrants lies entirely in the potential for a capital gain. For the warrant value to there is a warrant to bear a coupon that is convertible to a new warrant at some point during the life of the warrant will look sufficiently attractive to trade at a premium.

The SEC investigators found that two interlocking chains of trust funds assure that future generations of Hunts will inherit the vast wealth that originated with wildcat oil driller Haroldson Lafayette Hunt.

One set of trusts was established in 1935 by H.L. Hunt to provide income to six of his children; another set of trusts formed in 1955 by his first wife, Lyda Bunker Hunt, takes care of the grandchildren.

If Citicorp were to sell a seven-year note in today's market, based on the half-a-year estimate, it would need to pay a coupon close to 12 percent. This is far too high, meaning that interest rates have to drop quite a bit for the Citicorp warrant to trade at parity with the underlying bond. It also means that the warrants would have to drop substantially before warrant holders could hope to reap windfall capital gains.

This skepticism about potential gains inherent in the Citicorp warrant appears to be shared by the managers of the deal. The warrants issue is not underwritten by lead manager Citicorp International Bank Ltd. and Crédit Suisse First Boston. Rather, they have undertaken to do their best to sell as many warrants as they can at the best possible price.

They will not reveal at what price they are buying the warrants from the issuer — this will become public when the prospectus for the bond issue is published — or the price below which they are unwilling to sell the warrants. The difference between the price at which managers buy the paper from Citi and sell it to the public is what they earn for doing the deal.

They are trying to find buyers at 20, but this is clearly a figure at which negotiations begin. The managers indicate that some sales have taken place at a price of 17.50 and laugh with disdain when told that some dealers say

(Continued on Page 15, Col. 1)

NEW EUROBOND ISSUES

| Borrower | Amount (millions) | Maturity | Coupon % | Price | Yield At Offer | Terms |
|----------------------------|-------------------|----------|----------|--------|----------------|--|
| Bank of New South Wales | \$50 | 1987 | +3/16 | 100 | — | Over 6-month Libor. Negotiable certificates of deposit. |
| Citicorp Overseas Fin. | 0.10 | 1985 | — | open | — | Exercisable at par into 11% notes of 1989. Price to be set Nov. 4. |
| Oest. Industriewerke | \$56.75 | 1989 | 11 1/4 | 99 1/2 | 11.86 | Non-callable. |
| Consel. of Europe | 125 | 1992 | 10 1/2 | 99 1/2 | 8.23 | Spring fund to start in 1988 to produce 8-year average life. |
| European Investment Bank | drs 200 | 1992 | 10 | 101 | 9.84 | Spring fund to start in 1988 to produce 8-year average life. |
| Koninklijke Nedlloyd Group | drs 75 | 1987 | 10 1/4 | 99 1/2 | 10.38 | Non-callable. |
| World Bank | 75 | 1991 | 11 1/4 | 99 1/2 | 11.24 | Non-callable. 2000 possible cancellation on Nov. 1, 1991. |
| Hydro-Québec | ca 60 | 1992 | 14 | 100 | 14 | First callable at 101 in 1990. Increased from Cdn\$50 million. |

France, Banks to Sign Loan This Week

By Carl Gwirtz
International Herald Tribune

clauses they considered standard safeguards were not included in the loan contract.

The walkout by these banks never threatened the loan, which is massively oversubscribed. In all, 126 banks committed to lend a total of \$7.2 billion — leaving ample room for the withdrawal of \$500 million worth of underwriting commitments. But such a walkout, all parties agreed, would create a diplomatic incident and lock France into a confrontation with many of the biggest banks operating in the country.

By the next morning, the Treasury signaled its willingness to back down, offering to include a cross-default clause and a pari-passu clause. One banker reported that the threatened rebuff by the European banks was the deciding factor for the Treasury, which did not want to appear to isolate France from its partners in the European Community. But others close to the deal say that the government just did not want a public show-down with the banks.

The wording was not exactly what the banks wanted, but the government's compromise was accepted because the banks also did not relish the prospect of a public dispute. By Friday, Oct. 15, the first of the holdouts signed ac-

ceptance of the compromise and, by Wednesday, Oct. 20, Bank of America, the last to acquiesce, telegraphed its approval.

The standard pari-passu clause assures lenders that their loan will rank equally with all other loans — past or future — and usually contains a negative pledge to the effect that no future loan will be arranged that is better secured than such security is given to this loan.

The negative pledge was an especially sensitive point. Banks

protested protection in the event that France might one day borrow money using its gold reserve as collateral while the government was unwilling to see its own field for maneuver circumscribed by foreign banks.

The wording that was accepted limits the pari-passu pledge to France's external debt and, further, to only that debt held by any of the banks signing the agreement.

The same wording applies to the negative pledge clause. Thus, France could use its gold to borrow from any international institution and not violate the contract. It could also borrow from Swiss banks, as they have not joined this loan. But given that 126 banks will be signing the loan agreement — 54 lead managers and 72 co-managers and participants — the banks felt they were adequately protected.

"It's not an ideal clause," one banker lamented, "but it's not bad given the circumstances."

The cross-default clause, which throws this loan into default if any other loan goes unpaid, is also limited.

(Continued on Page 15, Col. 4)

U.S. Envoy 'Regrets' Story on French Loan

By John Vinocur
New York Times Service

PARIS — Evan Galbraith, the U.S. ambassador to France, expressed regret Saturday to the French government over an article that appeared in The Wall Street Journal, and said he would ask the U.S. Attorney General's Office to determine how the newspaper had come to use classified embassy cables in the article.

Mr. Galbraith made the statement after publication of a report by Mr. Galbraith, a banker appointed to his post by President Ronald

(Continued on Page 15, Col. 4)

State Department bearing the ambassador's signature told of French government pressure on U.S. banks to underwrite a \$4-billion loan to France.

Mr. Galbraith's expression of regret about the article was announced in a communiqué issued Saturday by the Ministry of Economy and Finance. The ministry also rejected any allegations that France had placed any constraint on U.S. banks.

In a telephone interview after release of the ministry statement, Mr. Galbraith, a banker appointed to his post by President Ronald

(Continued on Page 15, Col. 4)

SEC Maps Out the Hunts' Fortune

Thicket of Trusts, Corporations, Partnerships Revealed

Washington Post Service

WASHINGTON — In researching the part played by the multi-billionaire Hunt family of Texas in the collapse of the silver market in 1980, the Securities and Exchange Commission first had to map the maze of more than 150 separate entities that controls the Hunt fortune.

So many Hunt family members, companies and trust funds were involved in the silver market that the SEC needed a four-color, fold-out diagram just to show the connections.

Though only a preface to the Securities and Exchange Commission's silver market study, the report on Hunt family finances provides the most detailed view ever of the inner workings of the secret Texas clan. The report was released last week.

Because the SEC explored only the Hunt interests involved in the silver market, the map of holdings leaves several chunks of uncharted territory involving family members who did not invest in silver.

The trusts set up for the grandparents make members of the family dependent on each other.

The trusts for Bunker and Herbert Hunt's children, for example, receive income from a trust for which their Herbert is trustee. Herbert's children in turn are beneficiaries of a trust for which Lamar Hunt is trustee.

Because the SEC explored only the Hunt interests involved in the silver market, the map of holdings leaves several chunks of uncharted territory involving family members who did not invest in silver.

The third generation of Hunts is already creating its own network of companies, the SEC study indicates. Herbert Hunt's children directly own Hunt Holdings, which does business as Pentad Resources.

One set of trusts was established in 1935 by H.L. Hunt to provide income to six of his children; another set of trusts formed in 1955 by his first wife, Lyda Bunker Hunt, takes care of the grandchildren.

The late H.L. Hunt was frequently ranked as the richest person in the United States and, the dynasty he founded, even spread among three families and two generations, remains unchallenged as the wealthiest in the United States. According to Forbes magazine, five of H.L. Hunt's children — Nelson Bunker Hunt, W. Herbert Hunt, Lamar Hunt, Caroline Hunt Schoolkopf and Margaret Hunt Hill — are all billionaires.

But the family members lost hundreds of millions of dollars — at least on paper — when silver prices plunged from \$30 an ounce to the \$10 range and oil prices dropped drastically, the government investigators noted.

By the SEC's accounting, Herbert and Lamar Hunt might not even be billionaires any more, and Bunker's personal net worth has declined from an estimated \$2.9 billion to \$1.2 billion.

Herbert's estimated net worth appears to be approximately \$320 million, the SEC reported. Lamar's personal net worth, the agency estimated, may be no more than \$137 million.

They will not reveal at what price they are buying the warrants from the issuer — this will become public when the prospectus for the bond issue is published — or the price below which they are unwilling to sell the warrants. The difference between the price at which managers buy the paper from Citi and sell it to the public is what they earn for doing the deal.

They are trying to find buyers at 20, but this is clearly a figure at which negotiations begin. The managers indicate that some sales have taken place at a price of 17.50 and laugh with disdain when told that some dealers say

(Continued on Page 15, Col. 1)

business. The rest is held by other family trusts.

The brothers' stake in Placid Oil is valued at \$36 million based on the original investment in the firm, but that figure substantially understates the value of the company, the SEC noted.

Morgan Guaranty Trust estimated in 1980 that the brothers' Placid holdings were worth \$1.9 billion. The investments held by the Placid trust will ultimately go to H.L. Hunt's grandchildren.

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(Continued on Page 15, Col. 1)

of the family fortune is in trust funds, which provide income for family members who do not have access to the principal of the trust.

The SEC noted that the trusts for Bunker, Herbert and Lamar have a little more than 63 percent of Placid Oil, the family's biggest

U.S. Steel Quotas Expected To Intensify Battle for Sales

Compiled by Our Staff From Dispatches

WASHINGTON — The agreement last week for a three-year quota on European steel exports to U.S. markets has prompted European moves to make up the shortfall by seeking to expand its share of its home market by restricting imports.

It also has prompted some representatives of European steel firms to demand similar U.S. measures against non-European firms.

"We hope that Washington will pay the same attention to imports from other sources as it has to those from the European Community because they have just as much effect on the American market," John C. L. Donaldson, director of the Washington information office of Eurofer, said after Thursday's agreement. Eurofer is the producer organization of the Confederation of European Coal and Steel Community.

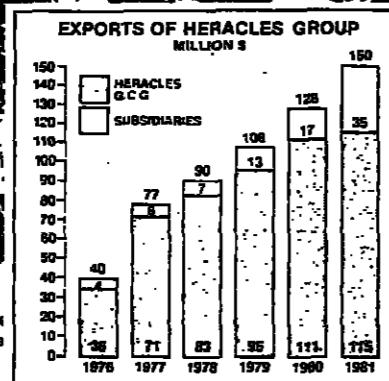
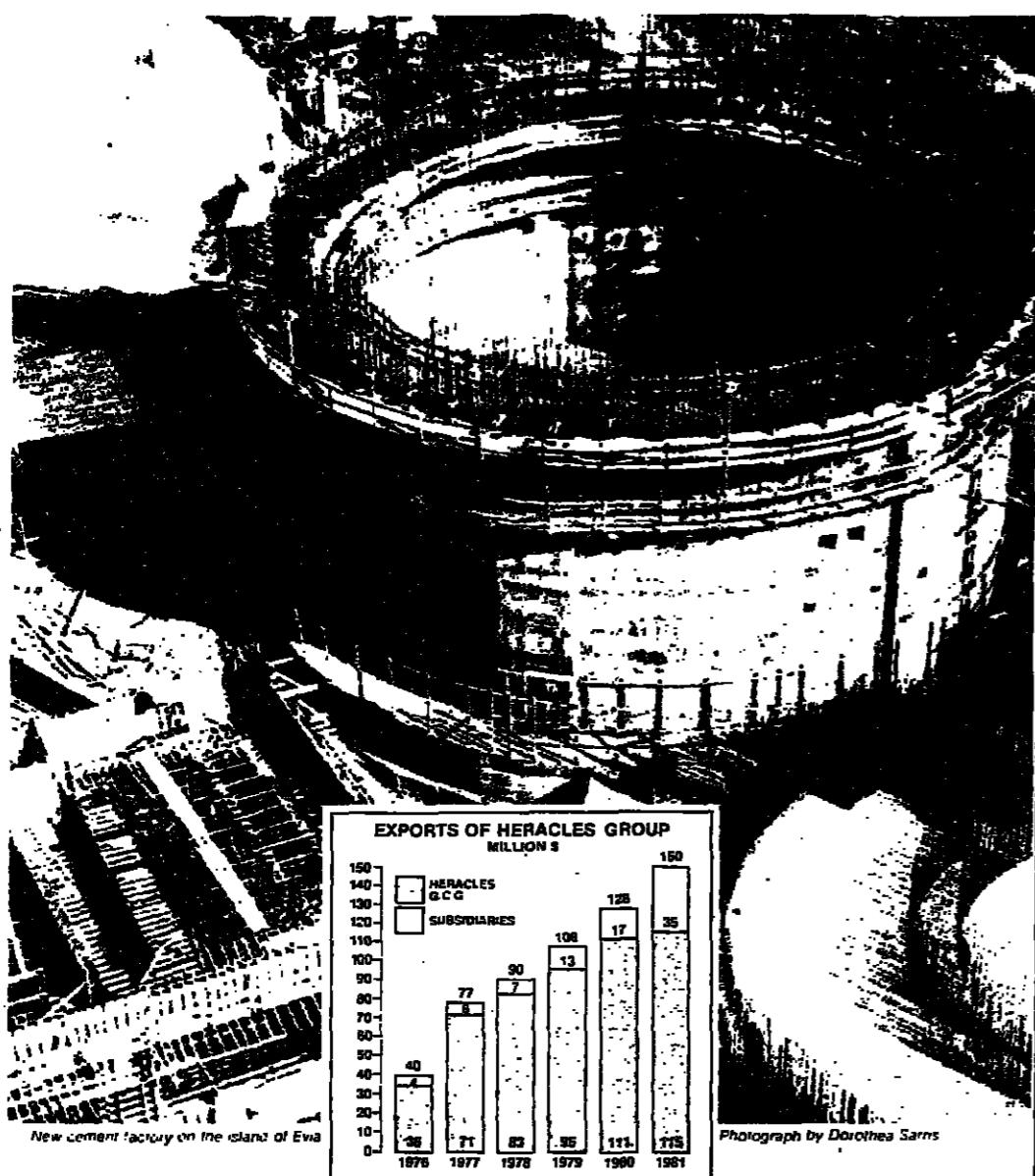
The first formal moves to protect the European industry may come Monday in Luxembourg when EC foreign ministers meet to discuss a British call for greater protection against steel imports from outside of Europe.

During the two-day meeting, they said, the foreign ministers will also consider harsher tactics against Japan and its continuing trade surplus with Europe.

David M. Roderick, the chairman of U.S. Steel Corp., has suggested that his company will file a trade complaint with the U.S. government against the Japanese by the end of the month.

The U.S. Steel is looking closely at imports from Third World countries and Japan," Mr. Roderick said, adding that the agreement with the Europeans, he said,

CONSTRUCTION IN THE ARAB WORLD



Investments totalling \$ 200 million demonstrate our confidence in the future of Greece.

In the course of 1981 HERACLES General Cement initiated the largest investment programme in its history. Investments worth 11.3 billion drachmae, due to be completed by the end of 1982, are under way and will contribute to the increase of Greece's national product and of the country's exports. Nine billions are being invested on a new cement factory at Milaki, Aliveri with a capacity of 1.5 millions of tons of cement a year to replace the HERACLES factory at Piraeus, and 2.3 billions on energy saving and the substitution of fuel

oil by coal in the existing factories. The removal of a large industrial unit from Attica will enhance the environmental protection of Athens, while the country's foreign exchange reserves will be strengthened through the use of cheaper energy and increased exports. HERACLES has always had confidence in the future of Greece. This policy has resulted in the company's doubling every six years. This confidence in the future is actively demonstrated by the continuing and ever larger investments.



P.O. BOX 500 ATHENS - GREECE PHONE 0288111 CABLE ADDRESS GUMARAKIS ATHINA TELE 321 5168

Editorial Assistant

QUEEN ALIA MAUSOLEUM — E.J.D. Mansfield, a senior partner of London's Halcrow Architectural Practice designed this mausoleum in the

memory of the late Queen Alia of Jordan. It was completed in 1980. Among its features is its facing of calacatta alba marble from Carrara, Italy.

Amman Boom in Office, Hotel Buildings Recedes

By Sarah Searight

THE POPULATION of Amman grew from 30,000 in 1948 to 1.2 million last year. Bazaars, shopping centers and transport terminals now cover most of the city's ancient sites, but a few Iron Age fort on the nearby hills and Roman remains in the center indicate Amman's antiquity.

Its modern development is the result of war: a large influx of displaced Palestinians in 1948, another in 1967 and still more refugees from the Lebanese civil war after 1976.

The city's development has been hampered by its geography — a series of steep-sided hills converging on the town center, which has grown up since Roman times in a narrow valley. Waves of housing and office development cover the hills. Recent growth has been largely at the hands of the more affluent. The Gulf has offered Jordanians and Palestinians jobs and nearly \$1 billion is remitted each year. But rents in Jordan remain strong and every Gulf wage earner wants to build himself a home in Amman.

The last three years have also seen a boom in office and hotel building, which is now tapering off. Amman has more than enough.

The National Planning Council has called for an overall housing strategy, and a consultant should be chosen shortly for a year-long, country-wide study. Under the present five-year plan, which runs until 1985, the main emphasis is on low-cost housing.

Amman has its fair share of squatters. Three years ago the Urban Development Project was set up to look into the problem of housing them. It has two projects in a whole, and low to middle-cost suburbs are being developed on the bare brown hills that surround the city. The Chinese are working on one such suburb for 40,000 at Abu Nuwar, with a French Lebanese consortium. Soviet consultancy bids have just been submitted for another mixed housing project, for 3,000 units to house employees at the new Queen Alia airport, 30 kilometers (18.6 miles) south of Amman. The airport is expected to start functioning next year and the township should be ready by the end of the decade.

Movement from town to country is needed to continue. City growth is forecast at around 3.4 percent, sadly for the country as a whole, and low to middle-cost suburbs are being developed on the bare brown hills that surround the city. The Chinese are working on one such suburb for 40,000 at Abu Nuwar, with a French Lebanese consortium. Soviet consultancy bids have just been submitted for another mixed housing project, for 3,000 units to house employees at the new Queen Alia airport, 30 kilometers (18.6 miles) south of Amman. The airport is expected to start functioning next year and the township should be ready by the end of the decade.

Offers for the Alia township had to be submitted by a local consultant in association with an international partner. This is usually the case. International companies find it politic as well as practical to have the local associate, while the latter, generally efficient and professional though he is recognized to be, finds the international partner may have more experience of advanced technology and design and new materials.

Materials are obtained from local suppliers because there are too many bureaucratic delays in importing them. Amman sits on much of the material, its limestone hills supplying most of the aggregate used in the city. Zoning is somewhat haphazard in the city but in those areas zoned for better housing a certain amount of stone facing is stipulated according to the size of plot, and therefore the standard of house. This reduces the cost of housing but also makes for a harmony that is rare in cities developing at Amman's pace. Facing stone comes mainly from the West Bank, as does most of the marble that can be used as an alternative.

Traffic is as much of a problem in Amman as in other large cities. Halcrow Fox has submitted an overall plan for roads and public transport and the National Planning Council has invited prequalification tenders for four traffic intersections. There are also plans for multi-story car parks, which are desperately needed to relieve congested streets.

Building Materials: Local Involvement in Supplies Grows

RECESSION may be the key

given to cost effectiveness. There is also more supervision at the planning stage. Local involvement has expanded, particularly in the field of supplies of materials and equipment. Nationalization of supplies, joint ventures, transfer of technology and, above all, the availability in the area of an ever-widening range of materials in general relieve the contractor of some previous liability.

The continuing boom is most evident in Saudi Arabia, the United Arab Emirates and Iraq. As a measure of Saudi construction, it is worth noting that cement consumption there is around 17 million metric tons (18.7 million short tons) a year, and, for example, a 3,000 cubic meter (3,900 cubic yard) building uses about a thousand metric tons. Iraq thrives paradoxically because of its war with Iran, thanks to the huge sums of money sent in aid by Gulf countries. Construction continues apace in the United Arab Emirates, especially Abu Dhabi, partly because of infrastructure projects, partly because there is still enough money in the kitty for prestige projects.

Of the materials used for the industry, cement is the most prominent and one of the best established industries in the Middle East. Saudi Arabia and the UAE plan to be self-sufficient by the mid-1980s. Other countries are constantly increasing production, many with West German or British equipment.

Imported cement comes from Europe, India and the Kenyan cement works at Bamburi, often by way of floating silos, as at Aqaba in Jordan and near Muscat in Oman, which can offload either into bulk carriers or into bagging apparatus. None of the Gulf cement is sulphate-resistant, an essential for foundations in the area because of the high salt content of the soil, and specially treated cement still has to be imported, either ready for use or in aggregate form.

Ras al-Khaima, an emirate of the UAE, is hoping to corner the Gulf market for white cement, used for decorative finishes, with a plant to be completed in 1984 producing 300,000 tons a year. Only this relatively impoverished emirate has the right quality of

limestone. Local rock is also being used in Fujairah, another of the emirates, in two small plants producing rock wool and ceramics, mainly for the local and Omani markets.

Steel is imported in different stages of preparation, generally now by local suppliers, either nationalized, as in Iraq, Syria, Egypt and Libya, or private, as in Saudi Arabia, the UAE and Jordan. The source depends to some extent on which developed country, if any, dominates the consultancy market and writes out the specifications of a given contract.

Japanese steel has become more and more popular; there is plenty of it, it is cheap and the quality is good. U.S. steel is not much seen; British steel predominates in the UAE and Oman and also in specialized fields. A British company, H.H. Robertson, has done well exporting architectural steel to the Middle East. South Korea is also investigating the market.

Some of the Japanese steel is sold through joint ventures, as are many other construction materials. This is one of the results of national pressure to "localize" control of the country's development. But it is not only politics that makes the joint venture attractive: customers are also glad to avoid import headaches by buying locally. The Japanese have set up several steel ventures, in particular in Egypt and Saudi Arabia, where they are manufacturing pipes from Japanese steelstock.

The Danish firm of Hempel has a joint venture in Qatar to manufacture paint. Britain's ICI has a similar arrangement with a Jordanian company to manufacture emulsion and alkyl resins for the Middle East.

A different sort of example of foreign enterprise setting up with an eye to local acceptability is the French ceramic company Ceric, which establishes brick works in Egypt to make its products from desert clay instead of riverside clay, which, since the High Dam was completed, is no longer being replenished by the annual Nile flood.

Vehicle assembly plants are another kind of joint venture, though generally for smaller units. The Middle East appetite for vehicles is as voracious as ever, and most

countries in the area have such plants. Fiat is building a plant with the Libyans near Tripoli to assemble 10,000 vehicles a year, mainly for domestic use. Fiat is also breaking into the Iraqi and Saudi markets, though not yet to the point of assembly plants.

In most parts of the area heavy transport vehicles are imported through private or government agencies. Sometimes, as in the Gulf, this is compulsory as a means of spreading the spin-off from oil wealth. Gone are the days when contractors imported their own vehicles and most are thankful to be free of the burden, which included the nightmarish business of providing certificates of origin for all spare parts.

Caterpillar of the United States is still way ahead for really large equipment, bulk movers especially, and has the best reputation for service and spare parts. Its nearest rival is the Japanese Komatsu, seen as better for smaller equipment, and the West German Daimler-Benz, which is strengthening its position in Iraq by setting up training schools for mechanics. A criticism of U.S. vehicles has been that they are sometimes too complicated for the inexperienced mechanic.

Exceptions to this general rule are made for specific projects. Mack Trucks Australia, for instance, has built two cab and chassis units for a particular road construction job in North Yemen, and there is a tender out for six heavy-load transport vehicles to haul petrochemicals modules to the new Saudi port of Jubail.

There is still an awful lot of the Middle East that cannot yet be reached by road, let alone by any sort of bulk carrier, and roads play a large part in development plans. Iraq is particularly vulnerable, because of the war, most of its imports come by land and truck. There have existed a costly toll from roads and bridges. Special cement sometimes has to be imported for road construction, as well as bitumen, which is supplied through local agents, sometimes in joint ventures with oil majors. Supplies come from as far away as Singapore and Curacao, though there are bitumen refineries in Jordan and Bahrain.

Transporting bitumen remains a

problem. Contractors who have been in a country a long time sometimes have their own bitumen heaters on site. Others, where the supply can be depended upon, plan their progress to fit in with the regular arrival of trucks, some of which may be insulated, others incorporating their own heaters. MEDCO Corp. of Switzerland is among those building bodies for such trucks. Elsewhere, as in the military airfields in Oman, for instance, at Khasab in the Musandam Peninsula, the bitumen is transported in barrels by barge and has to be blended on site.

Over the last 10 years public and private clients in the Middle East have learned about quality the hard way. The reason Gulf sheikhs build themselves so many palaces, it is said, is because they reckon the lifetime of each is so short. Already in Abu Dhabi they are knocking down multi-story blocks, with the greatest of ease, that are sometimes no more than five years old.

Land is more expensive now, and so are building costs. More research has been done into the climatic problems of the area, for steel and concrete especially. Corrosion along the flat salt marsh shores of the Gulf is some of the worst in the world. Thermal movement from expansion and retraction in the wide-ranging temperatures of the desert has led to modified specifications for steel and concrete. Local involvement is greater at all stages of a project and technicians from all over the world with an enormous variety of experience are working in local conditions. Everyone wants to sell to the Middle East.

Recession is as topical here as elsewhere. But its effects are more muted and many oil governments are relieved at the slower tempo of development, finding it easier in the present mood to assess the lasting value of a project. There is still plenty of scope for suppliers of materials and equipment, but they would be well advised to check the worthiness of projects on hand before too heavy a commitment. Always take a local representative with you and watch out for competitors.

— SARAH SEARIGHT

years in Engineering
(1932-1982)

Sezai Turkes Feyzi Akkaya
Insaat A.S.
(Construction Co.)

Istanbul-Turkey



INFRASTRUCTURAL WORK — In Sana'a, North Yemen, workers dig a trench for water pipes. The Arab world contin-

ues to be a source of construction contracts as its governments push to develop vital national infrastructures.

Job, inlets

France, Banks Settle Loan Terms

(Continued from Page 13)

ited to external debt and to debt held only by banks in this syndicate.

This is rather meaningless, as the government rarely borrows in its own name. Usually state agencies tap the market carrying the guarantee of the government. As a result, the bankers did win a concession of extending the cross-default to any external loan guaranteed by France and held by any bank in the syndicate.

Before the final showdown, France had agreed to reduce the number needed to declare this loan in default to 51 percent of the lenders from the two-thirds it had first proposed. In addition, France now has a seven-day grace period to be late in paying interest or principal before lenders can call for a vote of default. This was down from the 15 days initially sought.

The banks did not get the information memorandum they had been seeking detailing the financial situation of the government.

They are also not getting the press conference that many consider traditional.

"After all," one banker said, "it's not every day that they raise \$4 billion."

"The French are handling this in an incredibly low-keyed way for such a prestigious operation," complained another, adding that "there's a certain amount of arrogance in not even having the minister of finance scheduled to attend the signing."

Société Générale, which is organizing the ceremony, explains that a dinner was ruled out as unwieldy because of the large number of participants. The bank also notes that Michel Camdessus, director of the Treasury, will be the government's official representative. Finance Minister Jacques Delors will attend if he is able to, but Société Générale says it did not want to commit him and then disappoint the lenders if he was suddenly unable to show up.

While the government itself paid half a point over the London interbank offered rate for its 10-year loan, which will be used to help defend the franc on the foreign exchange market, Sncma, the state-owned aviation company, slipped

in and out of the market with a small loan bearing a split margin of 3/4 point over Libor. Originally set at \$100 million, the loan was increased to \$120 million after \$170 million had been raised in syndication.

The loan is for eight years but can be extended to 10 if the lenders are willing. The low 1/4 point margin applies for the first 4 1/2 years. Sncma is paying a quarter-point commitment fee and a quarter-point management fee.

This was Sncma's first syndicated credit and its success was linked to bankers competing to win favor and business with the two-thirds it had first proposed.

Elsewhere, Spain surprised bankers who had thought its borrowing for the year was completed by mandating Manufacturers Hanover Trust to syndicate a \$200-million loan. The eight-year deal will be priced entirely over the prime rate of U.S. banks. There will be a standard formula tying the margin to the rate for certificates of deposit, assuring both Spain and the lenders that if the prime rate gets stuck for political reasons a true money market rate will be used as the base rate.

Credit worries about Spain itself abated last week when INI-owned Endesa informed bankers that it had transferred the money needed to pay the late interest payment on Aluminio Español's \$200-million loan. Failure by the subsidiary of the state holding company to honor its guarantee for Aluminio's debt had prompted lenders to threaten suit.

The Bank of Greece, using the state refining company Asprogras, will be tapping the domestic market for \$80 million by offering five-year sterling acceptances.

The Greek telecommunications company OTE will tap the Euro-dollar market for up to \$150 million later this year.

Italy's Ferrovie dello Stato is asking for terms needed to raise \$250 million.

The Ivory Coast, seeking \$150 million for eight years at 1 1/4 points over the London interbank offered

rate or 1 1/4 points over the prime rate, has been stuck since August with Bankers Trust and Mitsubishi Bank unable to draw other banks into the underwriting group. They are now asking banks to come into the deal for only \$10 million, down from the \$30-million commitments sought earlier.

Officials of the International Monetary Fund and the World Bank participated at meetings in New York and London of potential participants, telling them that the Ivory Coast was on track in the second year of an IMF-supervised stabilization program and that both institutions had a favorable view of the credit.

IMF officials also gave bankers a pep talk on Yugoslavia and its efforts, now virtually completed, to raise \$200 million from North American and Japanese banks.

IMF officials report they are taking a more active role in "improving communications with commercial banks" and are participating in a "very informal" way to share factual information.

In the Far East, the Bank of Thailand is asking banks to lend it \$200 million for eight years at a margin set mostly at 3 1/4 point over Libor. The terms are extremely tight, but given the current interest in Asian loans, bankers do not rule out the possibility that Thailand will find lenders.

Chile's Codeco is sounding the market for terms on a \$300-million loan.

■ Argentina, Banks Near Accord

Argentina and its British bankers are close to an agreement to defer for 180 days from maturity the public sector debts that fell due while joint financial sanctions were in force, Reuters quoted banking sources as saying Friday in London.

At least one major British bank plans to sign the agreement here this week, they said. Accords are being finalized with each bank separately, following linked negotiations, they added.

■ IMF Said to Back Chile Loan

Jacques de Larosière, the IMF's managing director, supports Chile's application for a standby credit to reactivate its economy, Reuters quoted a Chilean Central Bank communiqué as saying Friday in Santiago.

The IMF has advised the Chilean Finance Ministry and the Central Bank about Mr. de Larosière's decision, the bank said.

Chile hopes to get about \$900 million from the fund under the standby credit and other IMF facilities. Formal approval by the fund's executive board is expected around mid-December.

■ Venezuela Refinancing Offers

Venezuela has received offers to refinance \$932 million in short-term foreign debt, Reuters quoted the public credit director, Erika de Sullivan, as saying Friday in Caracas.

The offers are the first results of Finance Minister Luis Ugoletto's mission to the United States and Europe to seek refinancing of up to \$8.7 billion in short-term debt.

Mr. de Sullivan said a reply may be given sometime next week.

percent priced at a discount of 5%.

In the Eurosterling market, the World Bank is offering £75 million of 8 1/2-year bonds bearing a coupon of 9 1/4 percent at a discount of 9 1/4%. Only 30 percent of the purchase price needs to be put up on Nov. 11, with the remainder due by April 22.

In the Canadian dollar sector, Hydro Quebec increased its issue to 60 million dollars from the initially indicated 50 million. The 10-year bonds, bearing a coupon of 14 percent, drew support from investors attracted by the high coupon, dealers said.

Last week, the Council of Europe sold 125 million DM of 10-year bonds bearing a coupon of 8 1/4

Uncertainty Over Rates Halt Boom on Eurobond Markets

(Continued from Page 13)

the warrants are not worth more than \$5.

In the floating rate market, the State Bank of New South Wales is offering \$50 million of negotiable certificates of deposit. This year paper is aimed at the institutional market, with paper sold in minimum denominations of \$500,000. Interest will be set at 3/16 point over the London interbank offered rate.

The Deutsche mark sector was buoyed following the Bundesbank's cut of the both the discount and Lombard rates by a full percentage point, double what the market had been anticipating. On Monday, the government is expected to break below the 8-percent barrier when it announces a domestic issue of up to 1.8 billion DM. Bankers expect a coupon of 7 1/4 percent but suggest this will require a seven-year maturity rather than the 10-year life the government would prefer.

The European Community will also come to market for 200 million DM, but it will be seeking a maturity of at least 10 years, preferring 12 years. This rules out any chance of its offering a coupon of less than 8 percent, bankers say.

Last week, the Council of Europe sold 125 million DM of 10-year bonds bearing a coupon of 8 1/4

Eurobond Yields

For Week Ended Oct. 20

Int'l. Inst. to term U.S. \$.....

Int'l. long term, U.S. \$.....

Int'l. medium term, U.S. \$.....

French fr. medium term.....

Int'l. Inst. to term in yen.....

ECU medium term.....

EU long term.....

IMF Inst. to term Fr. L.....

Fr. long term.....

Calculated by the Luxembourg Stock Exchange

13.25 %

15.07 %

15.02 %

15.33 %

16.51 %

16.51 %

13.19 %

11.67 %

10.78 %

10.59 %

Calculated by the Luxembourg Stock Exchange

Market Turnover

For Week Ended Oct. 22

(Millions of U.S. Dollars)

Credit 7,513.1 Total 6,664.2 Non-dollar Equivalent

Euroclear 13,841.7 12,942.9 1993

Calculated by the Luxembourg Stock Exchange

Non-dollar

Equivalent

1993

percent priced at a discount of 5%.

In the Eurosterling market, the World Bank is offering £75 million of 8 1/2-year bonds bearing a coupon of 9 1/4 percent at a discount of 9 1/4%. Only 30 percent of the purchase price needs to be put up on Nov. 11, with the remainder due by April 22.

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THE BANK OF YOKOHAMA, LTD.

COORDINATING BANK

BANQUE DE LA SOCIETE FINANCIERE
EUROPEENNE

AGENT BANK

THE SUMITOMO BANK,
LIMITED

September, 1982

Kuwait Prepared to Compromise On OPEC Output Quotas, Prices

Compiled by Our Staff From Dispatches

KUWAIT — Kuwait was prepared to accept "compromises" proposed at the next ministerial meeting of OPEC to ease differences on production quotas and prices. Oil Minister Ali Khalifa al-Sabah was quoted as saying.

"We are ready to accept a compromise, even if some sacrifices are involved in the short run, provided these are just and enforced on all [OPEC members]," Sheikh al-Sabah told the newspaper Al-Watan on Saturday.

Kuwait, whose reserves of crude oil are officially put at 72 billion barrels, has had difficulty marketing its heavy crude oil due to the lower prices offered by other OPEC members for their higher-grade crudes.

Earlier this month, Kuwait joined the five other members of the Gulf Cooperation Council at a meeting in Oman to draft oil pricing and production policies.

Bond Prices Fall After M-1 Surge

By Michael Quint
New York Times Service

NEW YORK — Short-term interest rates rose more than a quarter of a percentage point and long-term bond prices fell sharply Friday as credit market participants decided that the Federal Reserve

U.S. CREDIT MARKETS

was not acting to reduce interest rates as quickly as they expected.

Many analysts now doubt that another cut in the discount rate is imminent.

The increase in short-term and long-term interest rates gained momentum late in the day after the Fed announced a larger-than-expected \$2.3 billion increase in the basic U.S. money supply, known as the M-1, for the week ended Oct. 13.

Some analysts attributed the increase to a buildup in checking accounts from "All Savers" certificates

that matured early in the month but were not immediately reinvested.

Traders and economists also said that interest rates rose because the Federal Reserve did not announce a reduction in the discount rate it charges on loans to financial institutions. That rate was not 9 1/4 percent.

Although Fed officials have repeatedly said that changes in the kinds of accounts offered by banks and thrift institutions are distorting the basic money supply measure, analysts are not completely ignoring the weekly data.

The numbers suggest that there is no room for another discount rate cut, just yet," said William O. Sullivan Jr., a senior vice president at the Bank of New York. "The Fed has not abandoned the monetary aggregates in their entirety, and may be waiting to see what else

the recent rate reductions have on consumer psychology and the money supply."

Robert Schwartz, a money market economist at Merrill Lynch, said: "Intellectually, the markets understand that they should not be paying so much attention to the money supply numbers. But the reality is that the Fed did not cut the discount rate. A half-point cut in the discount rate was needed to validate the earlier price gains, and a one-point cut was needed to fuel any further advances."

David Jones, chief economist at Aubrey G. Lanston & Co., said that further declines in interest rates are not likely until spring.

Aubrey G. Lanston & Co. said that further declines in interest rates are not likely until spring.

Reuter's reported from Cologne.

The Bundesbank on Thursday cut its discount rate, at which it lends to commercial banks, by one per cent to six per cent, the lowest since February 1980.

But Mr. Geiger added that actions by the United States would continue to play a key role in determining West German levels.

West European interest rates have generally eased recently in line with lower U.S. rates.

U.S. Consumer Rates

For Week Ended Oct. 22

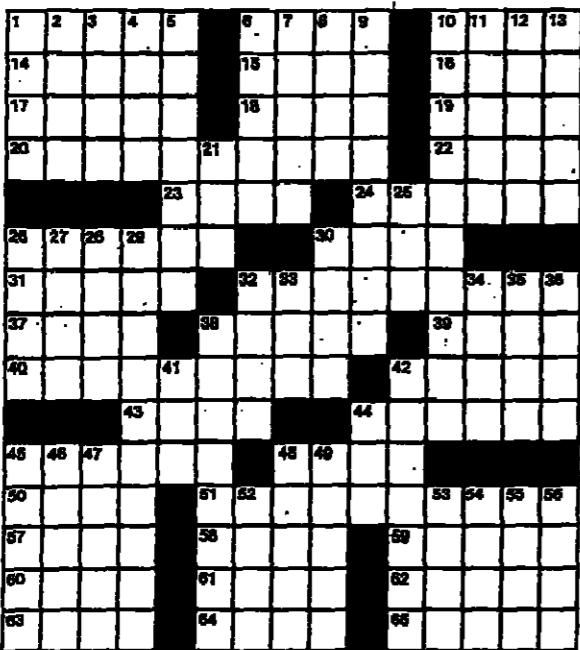
Passbook Savings 5.50 %

"All Savers" Certificates

NEW YORK (AP)— Weekly Over the Counter stocks showing the high, low, and last bid prices for the previous week's last bid price. All stocks are supplied by the National Association of Security Dealers, Inc. are not listed in the services of which thesecurities could have been sold. Prices do not include related markups or markdowns or commissions. Sales supplied by NASD.

| Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | Sales in | Net | | | | |
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SPORTS

Mediator Calls Recess in NFL Strike Negotiations

By Michael Janofsky

New York Times Service

COCKEYSVILLE, Maryland — The latest round of the National Football League labor negotiations ended Saturday, and not unexpectedly.

Sam Kigel, the 73-year-old private mediator who joined the talks 12 days ago, recessed them suggesting that the parties "re-examine and reassess" their positions on the issues perpetuating a strike now 33 days old.

Where and when negotiations will resume was not decided. Nor was it decided that Kigel would be involved in them.

But it was made clear by Jack Donlan, the executive director of the NFL Management Council, that "it makes no sense" to him or his negotiating committee to return to bargaining if the players association continues its present position.

The season, meanwhile, remains in jeopardy. This was the fifth weekend in which there were no games, and the league is expected to announce soon that no games can be played next weekend.

Only two weekends, league officials have said, can be made up.

The recess in negotiations was announced Saturday morning by Kigel, who said that after the parties agreed on "a number of important non-economic issues" in the early days of his involvement, they could not agree on the "extremely complex" economic issues, including the framework for wage distribution, which is judged by both sides to be the most complex issue of all.

In that sense, the parties are no closer to a new collective bargaining agreement than they were Feb. 16, when negotiations began.

The "gulf," as Donlan called it, remains conceptual in nature. The union is still demanding that players' salaries be paid from a central fund. The owners are still demanding that players be paid through individual contract negotiations.

Donlan even suggested that Kigel "on

any number of occasions" told union leaders that the central fund was "nonsense." In response, Gene Upshaw, the union president, said:

"Jack Donlan is a liar. The mediator never said our wage compensation package was nonsense."

As they have before, Donlan and Ed Garvey, the executive director of the players association, blamed each other for the differences that remain.

"These two weeks have given Ed Garvey a chance to write a textbook on how not to bargain," Donlan said.

Said Garvey: "Not one dollar has moved across the table. We're willing to negotiate dollar amounts, but they're still refusing to bargain collectively with this union."

Both Donlan and Garvey said that pressures will dictate which side flinches — pressures from owners of the 28 clubs upon Donlan, according to Garvey; pressures from the union membership upon Garvey, according to Donlan.

Garvey was to get another reading of his players Sunday afternoon, when the 28 team representatives to the union, and possibly other players, were scheduled to meet in Washington.

Garvey said that the gathering of the team representatives, the first such meeting since Aug. 31, will give the union's executive committee a chance to discuss progress in negotiations under Kigel and prospects for the future, in light of an increasing number of reports that some players around the league would be willing to report to camps, even while negotiations continued.

"It won't be difficult holding our people together," Upshaw said.

"They have been solid and unified over this. There's no way the players are going back to play football under the present system. That's the reason we're on strike."

The management council's executive committee — the six men who formulate the

league's bargaining position — will meet "probably Monday," Chuck Sullivan, the committee chairman, said Saturday from New York.

Sullivan also said that it is unrealistic for the union to assume that the regular season would include all 16 games; that the date of the Super Bowl XVI would be moved from Jan. 30 and that the players, upon returning to work, would be refunded all their lost pay — three assertions Garvey made here during the weekend.

Garvey said that the number of games is a subject of negotiation, not an arbitrary decision to be made by NFL Commissioner Pete Rozelle.

Garvey also said that Sargent Karch, an attorney for the management council, "suggested" that the Super Bowl could be pushed back to accommodate rescheduling of lost regular-season games ("He absolutely did not," Donlan said).

Garvey added that the recent announcement by William A. Lubbers, the general counsel of the National Labor Relations Board, that he would file a complaint charging the league with unfair labor practices means that players are entitled to back pay.

In fact, for striking workers to get back wages lost during a strike that is ultimately determined to be over unfair labor practices, the workers would have to make an "unconditional offer" to return to work, prove that jobs are available, then not be given those jobs. In that case, the workers would be entitled to their jobs and back pay.

The final determination of whether the strike is over economics (in which case workers would not be entitled to back pay and jobs) or whether it's over unfair labor practices could take years.

Garvey said that he would contact Donlan sometime Sunday to discuss resumption of the talks. "Maybe I'm overly optimistic," Garvey said. "But my guess is we could start bargaining as early as Sunday night."

Sam Kigel
Time to 'reexamine and reassess.'**Leonard: The Words Are Combative, the Tense Is Future**

By Angus Phillips

Washington Post Service

WASHINGTON — Question for Sugar Ray Leonard: With classy lightweight champion Alexis Arguello preparing to fight rough-tough junior-welterweight champion Aaron Pryor on Nov. 12. "Would you fight the winner?"

Replied the undisputed welterweight champion of the world: "Love it."

Leonard has fighting on his mind. Ask him about tactics or training, motivation or the middleweight title he long has coveted, and an undignified sparkle lights his eyes — even the injured eye that still may end his career while he's in his prime. The more you listen to Leonard talk, the more you think he will fight again.

He won't come out and say it, not directly. He won't say anything official until Nov. 9, when before a crowd of VIPs and fans at the Baltimore Civic Center he will announce his intentions — to box again or not to box. No one really knows what he will say.

SPORTS BRIEFS**Angels' Manager Mauch Steps Down**

ANAHEIM, California — Gene Mauch has decided not to return next year as manager of the California Angels. A spokesman said late Friday that owner Gene Autry offered him the job again and that Mauch had considered it for two weeks.

Mauch, 56, managed the Angels for two seasons. In his first year, the club finished fifth in the American League West. But this year, the Angels captured the divisional title and swept the first two games from Milwaukee in the league championship series.

Mauch was criticized throughout the season for his use of "sacrifice ball" — bunting, stealing and sacrificing — while being blessed with the power of such players as Reggie Jackson, Don Baylor, Fred Lynn, Brian Downing, Doug Dickey and Bobby Grich. Mauch heard negative comments from the media, fans, Autry and some of his players when California dropped the next three games, sending the Angels home and the Brewers to the World Series.

Mauch's 1982 season ended in much the same way his other 22 did — in frustration. His managerial record of 22 years without winning a title before this year is the all-time futility mark. The biggest collapse of a Mauch-managed team came in 1964, when Philadelphia led the National League by 6½ games with 10 games remaining and lost the title to St. Louis.



Gene Mauch

Lendl Downs Gerulaitis in Australia

MELBOURNE — Ivan Lendl of Czechoslovakia defeated Vitas Gerulaitis of the United States, 6-2, 6-2, 7-5, in Saturday's final of a grand prix tennis tournament here.

Lendl broke Gerulaitis's serve in the opening game of the match and needed only 63 minutes to clinch the first two sets. In the third set, he broke the American's first service game and raced to a 5-1 lead. But Gerulaitis broke Lendl's next two serves to reach 5-5 before falling, 7-5.

In Stuttgart, Martina Navratilova defeated fellow American Tracy Austin, 6-3, 6-3, Sunday in the finals of a grand prix tournament. Navratilova routed Mima Jausovec of Yugoslavia, 6-0, 6-0, in Saturday's semifinals, while Austin defeated Sylvia Franks of West Germany 6-4, 6-4.

Chinese Gymnast All-Round Titlist

ZAGREB, Yugoslavia — Li Ning of China won the men's all-round title at the World Gymnastics Cup competition here Friday night. Li amassed 59.45 points and was followed by countryman Tong Fei (59.10) and Yuri Korolov of the Soviet Union (59.05).

Sutton 1-Shot Leader in U.S. Golf

PENSACOLA, Florida — PGA tour rookie Hal Sutton took a one-stroke lead Saturday after three rounds of the Pensacola Open golf tournament. Sutton shot a 3-under-par 68 for a 34-hole total of 201, 2nd place. One stroke behind after shooting a 68 was D.A. Weibring, while Calvin Peete (a 72 Saturday), Jim Colbert (68) and Mike Sullivan (66) were at 203.

Rookie Steven Liebler, the leader by a stroke over Peete at the half-way point after a 66 on Friday, trailed by three after the third round, in which he posted a 74 for a 204. Sutton's second-round 67 had left him three shots off Liebler's pace starting play Saturday.

Compiled by Our Staff From Dispatches

lightened fight fans because in addition to being the best welterweight of his time he is bright, good-looking, gentlemanly and articulate — articulate enough to know the difference between the conditional "would" and the definitive "will." He chooses to use "will."

Leonard last fought Feb. 15, defeating Bruce Finch in a welterweight title defense. He was scheduled to fight Roger Stafford in Buffalo on May 14 but the bout was canceled when vision in his left eye blured a week before the fight.

Leonard underwent successful surgery to repair a partially detached retina, an injury not uncommon to boxers. The recovery period, about six months, is winding down; Leonard's recuperation has been uneventful. His doctor, Ronald Michaels of Johns Hopkins, has given him a clean bill of health and the freedom to decide for himself whether he will box again.

"And it will be," — Leonard is the darling of en-

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Leonard underwent successful surgery to repair a partially detached retina, an injury not uncommon to boxers. The recovery period, about six months, is winding down; Leonard's recuperation has been uneventful. His doctor, Ronald Michaels of Johns Hopkins, has given him a clean bill of health and the freedom to decide for himself whether he will box again.

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LANGUAGE

The 'Wimp Factor'

By William Safire

WASHINGTON — Campaigning for governor of Illinois, former Senator Adlai Stevenson 3d charged that Governor James Thompson "is saying 'Me tough guy,' as if to imply I'm some kind of wimp." The "wimp factor" immediately became part of the campaign's lore.

Meanwhile, out in California, Governor Edmund G. Brown Jr. — often called a flake — was campaigning against Mayor Pete Wilson of San Diego for U.S. senator. A San Francisco Chronicle political correspondent, Larry Liebert, describing a "negative strategy" being used by Governor Brown against Mayor Wilson, quoted an anonymous Brown aide as asking: "Why trade a flake for a wimp?"

Evenly the worst word that can be flung at a candidate this year is wimp. Gone are the com-symp, radiclib, eggheads and limousine liberals of yesterday; vanished are the nuts and knobs, troglodytes, Neanderthals and little old ladies in tennis shoes.

The word was introduced into politics during the presidential campaign of 1980, when a prankster at the Boston Globe removed a headline above an editorial about President Carter's anti-inflation plan. The original headline had read: "All Must Share the Burden," and the somewhat livelier — and possibly more accurate — subtitle read: "Mush From the Wimp."

A wimp is one who is both as weepy as a drip and as listless as a neophyte. The name may have been influenced by Wimpy, the sleepy-eyed lover of hamburgers in the cartoon strip "Tumble Theater," starring Popeye the Sailor, but is more likely rooted in the verb to whimper. (Flaky, while we're at it, is a 1950s adjective meaning "offbeat, eccentric," popularized by baseball in the early 1960s, in noun form: A flake was a colorful, slightly wacky ballplayer.)

WITH U.S. Marines deployed in the Middle East, some political figures are recalling the highly effective, if ultimately misleading slogan of President Woodrow Wilson in the campaign of 1916: "He Kept Us Out of War."

Joseph Conrad provides us with the hard-to-mind citation that locks in the coinage. Albert S. Burleson, of Austin, Tex., who had been President Wilson's postmaster general, wrote to the biogra-

pher Ray Stannard Baker on July 14, 1928: "I beg leave to state that the phrase 'He kept us out of war' originated with the Hon. Martin F. Glynn of New York, but its use as a slogan during the campaign was suggested by me. Ex-Governor Glynn used this expression in a speech he made before the (House) Convention."

President Wilson — reserved, aloof, professional and not much of a stump speaker — invited attack as an effete, but was surely no wimp. His best campaign advice has been taken by some of today's candidates who allow opponents to blaze away at their own feet with denials of wimpiness: "Never murder a man who is committing suicide."

HOW DO you explain the way the dictionaries are describing the pronunciation of wimp?

Go look it up: Most dictionaries say ik-SPLANE, not ek-SPLANE. Why the ik? Why not ek?

"In an unstressed syllable in English," explains David Guralnick of Webster's New World Dictionary, "there is a tendency for all vowels to be reduced to a neutral sound. With some words, like ex-words, tertiary stress reduction goes all the way to the schwa. Rather than use that upside-down 'e' symbol, which confuses some readers, we use the ik to make it clearer that the syllable has a neutral quality, and that you do not say ek-splain."

Over at the American Heritage Dictionary, Dolores Harris agrees: "When the vowel is not stressed, it becomes reduced — in the case of wimp, it is reduced past the eh sound to the ih sound in most dialects. There are exceptions," she added, pronouncing it ik-ceptions.

There are all too many exceptions, complains Karen Hageman at Yale University's School of Medicine, a leading ex-exorcist. "Even if the pronunciation key in my Random House Dictionary were consistent," she writes, "I am sure that the members of the laboratory where I work would steadfastly refuse to perform experiments, extrapolate data, or speculate the causes of disease."

I stand shoulder to shoulder with Karen Hageman, and wish lexicographers would think over their conclusion that the ex is no longer pronounced than way in unstressed syllables. At least give the reader a choice.

New York Times Service

"Full Speed Ahead": "A nice movie for the '80s."

Robert Kramer

On the Road With an American Director Who Never Found Hollywood

By Joan Dupont
International Herald Tribune

PARIS — Robert Kramer, an American movie director who started travel, away from home in the 1960s — to Latin America, to North Vietnam, to Portugal — is still on the road, stopping over, for the last three years, in France.

"My films are better known here," he explains. "When I showed them to Hollywood producers, they looked at them — 14 hours of movies that won awards all over Europe — and said: 'This is nice, Bob, thank you very much.' That's because there is no way they can convert what they see in my work into a project they would invest in."

Kramer's films include "Milestones," "Scenes From the Class Struggle in Portugal" and "Guns." Last year, he got together with film-maker, Wim Wenders, to write "The State of Things," which recently won the Venice Festival's Gold Lion award.

His latest film, "Full Speed Ahead," is a departure from his early austere style. He describes it as "a movie about roller skating, about dreams — a nice movie for the '80s."

"Full Speed Ahead," produced by the Institut National de l'Audiovisuel, public broadcasting's research branch, was shot in 12 days on a slight \$250,000. To everybody's surprise, the 61-minute film was selected to compete at the Cannes festival. Kramer agrees that the French selection committee made an aggressive choice. "It's very different from Hollywood recuperating European talent — that's an old story. It shows that things have opened up here."

France has admiringly adopted Kramer. "Only an American can shoot that way, only an American has that sense of space," he minimizes the reviews, with a shrug.

"That kind of thing. He sums up a certain kind of hero adored by the French: the darkly handsome urban cowboy, at odds with his own kind."

In fact, he lives, with his wife and daughter, in a cheerful courtyard apartment on the Left Bank.

"For the first time, we're trying to make a life together outside the United States," he says. "This room looks like our cabin in California."



"Full Speed Ahead": "A nice movie for the '80s."



Robert Kramer (right) directing "Full Speed Ahead."

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